

GRAIN & FEED JOURNALS CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

1938  1939

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I wish all fellow members of the trade a Joyous Holiday Season, and I hope, too, that they will face the New Year with greater confidence, courage, and enthusiasm, and, above all, maintain their self-respect.

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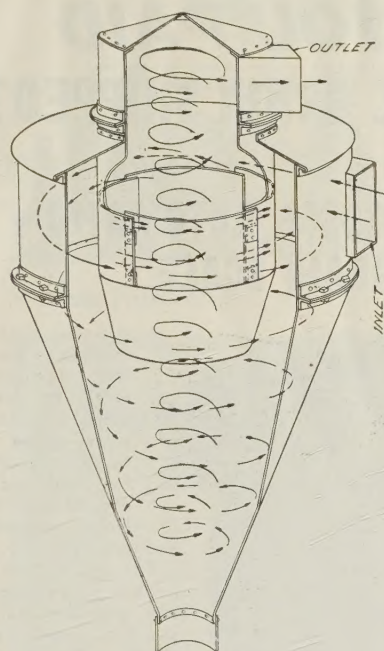
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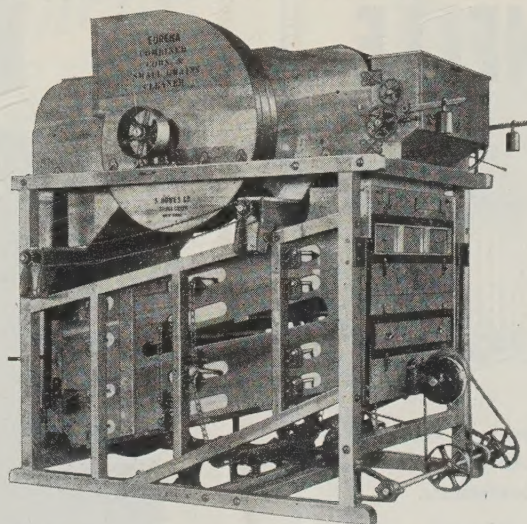
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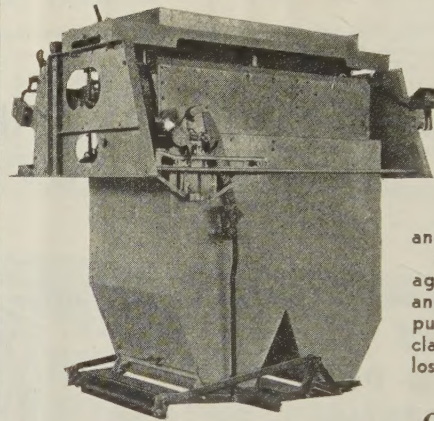
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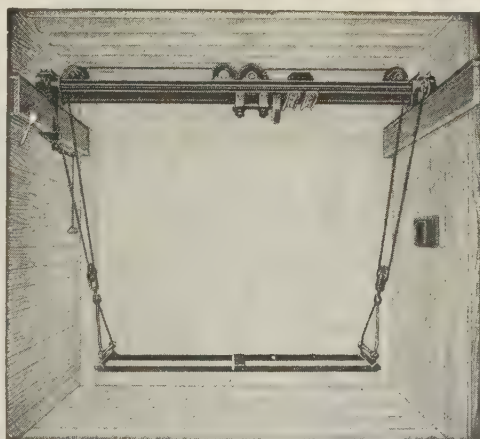


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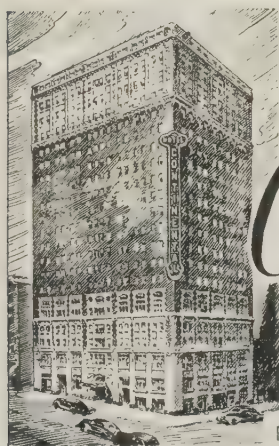
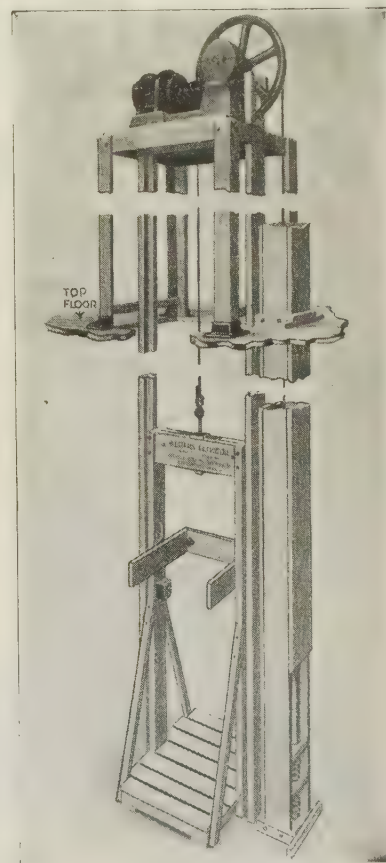
UNION IRON WORKS

NEW

The **ELECTRIC MANLIFT** takes its place alongside our Electric Truck Hoist and Motor Driven Corn Sheller.

Write us for complete information and prices.

DECATUR,
ILLINOIS



H. GRADY MANNING
invites you to stop at

HOTEL
Continental
(FORMERLY KANSAS CITIAN)

*New improvements
now being made will make it
truly the great hotel in the
Gateway to the Southwest.*

LARGE, LUXURIOUS NEW LOBBY
DELIGHTFUL COCKTAIL CIRCLE FOR LADIES
SPACIOUS AIR-CONDITIONED COFFEE SHOP
NEW, FASCINATING COCKTAIL LOUNGE
BEAUTIFUL AIR-CONDITIONED GRILL ROOM
SPARKLING NEW COCKTAIL BAR
ATTRACTIVE AIR-CONDITIONED BEDROOMS
LUXURIOUS AIR-CONDITIONED SUITES
AIR-CONDITIONED PRIVATE DINING ROOMS
RADIANTLY NEW FURNISHINGS
NEW AND BEAUTIFUL DECORATIONS
K.C.A.C. GRILL ROOM AIR-CONDITIONED AND
QUARTERS REDECORATED

Baltimore at 11th Street

KANSAS CITY
MISSOURI

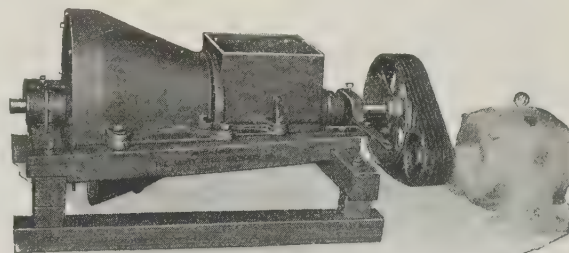
ROOMS
WITH BATH
from \$250

SERVICE
AS USUAL
*during
remodeling*

H. GRADY MANNING
President

Sidney Corn Shellers

Hyatt Equipped



All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

Send for descriptive literature.

The Sidney Grain Machinery Co.
Sidney, Ohio

*Complete Equipment for Grain Elevators
and Feed Mills*

GRAIN ELEVATOR BUILDERS

HORNER & WYATT*Engineers*Designers of Grain Elevators
and Feed Mills

Power Problems a Specialty

470 BOARD OF TRADE

KANSAS CITY, MO.

Z E L E N Y**Thermometer System***Protects Your Grain*

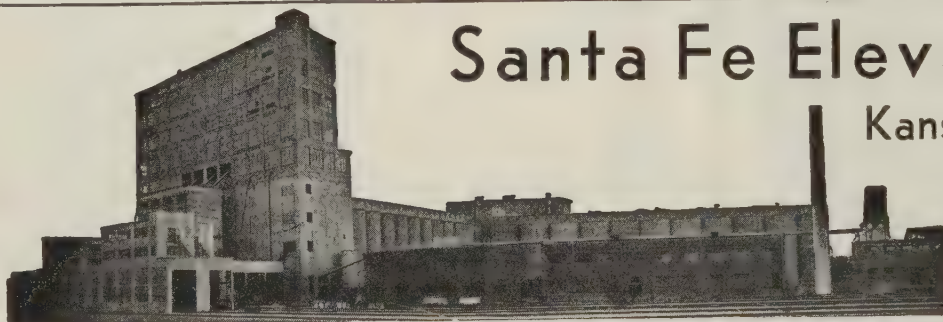
Estimates cheerfully given.

Write us for catalog No. 6.

Zeleny Thermometer Co.

542 S. DEARBORN ST.

CHICAGO, ILL.

**Santa Fe Elevator "A"**

Kansas City, Kans.

Capacity
10,500,000 Bushels**JOHN S. METCALF CO.***Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd.

460 St. Helen St., Montreal

12-15 Dartmouth Street, London, England

837 W. Hastings St., Vancouver, B. C.

Jones - Hettelsater Construction Co.

Mutual Building — — Kansas City, Mo.

*Designers and Builders***Grain Elevators****Feed and Flour Mills**

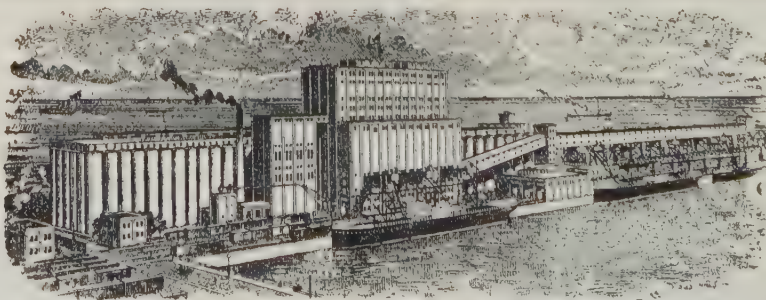
Pillsbury Flour Mills Co.

Springfield, Ill.

1,000,000 bus. Elevator

8 Story Flour Mill — 4 Story Cereal Mill

2 Story Warehouse

*designed and constructed by us under a
single contract.*Capacity
5,000,000
Bushels

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

*Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders***JAMES STEWART CORPORATION****ENGINEERS AND CONTRACTORS**

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

GRAIN ELEVATOR BUILDERS

The Barnett & Record Company

DESIGNERS
Grain Elevators

MINNEAPOLIS, MINN.
Mill Buildings

BUILDERS
Industrial Plants

WE BUILD GRAIN STORAGES

29 Years' Experience
Send us your inquiries
POLK GENUNG POLK COMPANY
Fort Branch, Indiana

EIKENBERRY CONST. CO.

ENGINEERS — CONTRACTORS
GRAIN ELEVATORS FEED MILLS
MACHINERY INSTALLATIONS
Write Us—No Obligation
P. O. BOX 146 BLOOMINGTON, ILL.

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Construction Co.
Designers and Builders
Elevators, Feed Mills, Warehouses
REMODELING
Corn Exchange Bldg. MINNEAPOLIS, MINN

TILLOTSON CONSTRUCTION CO.



FORMERLY THE
VAN NESS
CONSTRUCTION CO.
OMAHA, NEBRASKA
Building or Modernizing
Prompt Service
In 8 Surrounding States

T.E. IBBERSON CO.

GRAIN ELEVATOR BUILDERS

Feed Mills Coal Plants
Repairing and Remodeling

MINNEAPOLIS MINNESOTA

Improved Duplicating Grain Tickets

Use of Form 19GT as a scale book saves much time and labor as one writing with the use of carbon gives a complete record and at the same time, a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{4}$ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book 7 $\frac{1}{2}$ x12 inches. 250 leaves with 5 sheets of carbon.

Each ticket has spaces for following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19GT Duplicating. Price \$1.20 plus postage.

Triplicating is the same form as 19GT described above with 125 sheets strong white tissue for buyer, bound in between the original tickets for hauler and the duplicate for headquarters so as to make three copies with one writing. Five sheets dual faced carbon, 375 leaves, weight 3 lbs. Order 19GT Trip. Price \$1.65 plus postage.

GRAIN & FEED JOURNALS
Consolidated

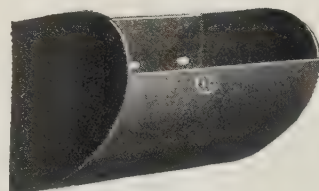
332 So. La Salle St.

Chicago, Ill.

CHALMERS & BORTON

CONTRACTORS
AND
ENGINEERS

HUTCHINSON,
KANSAS



THE CALUMET

(Protected by U. S. & Foreign Patents)

*Increased Capacity
Perfect Discharge
Superior Wearing Quality*

B. I. WELLER

SOLE OWNERS of the patent and SOLE Licensed Manufacturers in the U. S. under this patent.

We handle a complete stock of Norway Flathead Bucket Bolts and Spring Washers.

327 S. La Salle St., Chicago, Ill. 220 W. Chicago Ave., East Chicago, Ind.

R. R. HOWELL & CO., Minneapolis, Minn., Northwest Distributors
Strong-Scott Mfg. Co., Ltd., Winnipeg, Man., Licensed Mfrs. for Western Canada

Your Elevator's Wants Are Supplied in These Columns

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

FOR SALE—New 20,000 bu. grain elevator, feed mill, coal sheds in best southern Minnesota farming county; no crop failures. Ben W. Zieske, Cobden, Minn.

FOR SALE—Modern, full equipped elevator, located in heart of Michigan's finest grain and bean territory; 15,000 bushel capacity on main line of railroad; excellent reasons for selling. Address O'Melia-Horgan, Inc., St. Louis, Michigan.

FOR SALE—OUR BIG CORN SHIPPING STATION AT MCGIRR, ILL. RESIDENCE, ELEVATORS, ALL BUILDINGS AND MERCHANDISE COMPLETE. LOW PRICE FOR QUICK CASH SALE. HOLCOMB-DUTTON LUMBER CO., SYCAMORE, ILL.

SOUTHERN MICHIGAN—Elevator located in a good farming community and doing a nice business; elevator capacity, 10,000 bu.; feed mill with Burton feed mixer and Blue Streak hammermill with 40 h.p. motor, direct connected; corn sheller and corn cracker; two large warerooms; coal sheds; office building and equipment with platform scale beside office. Priced right to sell. Address 81V4, Grain & Feed Journals, Chicago.

SOUTHEAST MISSOURI—A very modern plant, with all buildings and machinery about 2 years old; very good condition; 9 bins, slatted cribs, seed house, manlift, galvanized iron construction; 20,000 bus. capacity. In one of best grain territories in this section of the state; good office, scales and all other accessories necessary for this business. Business well established and will make good grain man money. Investment about \$14,500. Reason for selling: poor health. Box 515, Malden, Missouri.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

ELEVATOR FOR SALE OR RENT

FOR SALE OR RENT—30,000 bu. grain elevator with warehouse, coal sheds and corn crib, located at West Concord, Dodge County, Minn. W. E. Glarner, West Concord, Minn.

ELEVATORS WANTED

CENTRAL ILLINOIS elevator wanted, in Bloomington-Decatur territory; want complete details in first letter. Address 81Y12, Grain & Feed Journals, Chicago.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

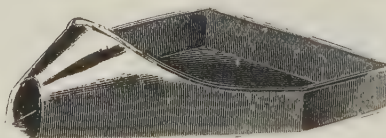
SEEDS FOR SALE

FARM SEEDS—Iowa 939 Hybrid seed corn; also open pollinated varieties, six thousand bushels German millet seed, Wisconsin 38 barley; sweet clovers, Hubam, alfalfa; other farm seeds; special price to dealers. Allen Joslin Seed Farm, Holstein, Iowa.

HYBRID CORN

MONEY in hybrid corn. Proven hybrids in state performance yield tests, will make money for your customers. Liberal dealer commissions. Write for open territory. DeWall Seed Co., Gibson City, Ill.

SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00;
Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65, at Chicago.

GRAIN & FEED JOURNALS
Consolidated
332 So. La Salle St., Chicago, Ill.

SITUATION WANTED

WANTED—Position as manager of farmers elevator company; 15 years' experience, grain and all side lines; good record; will come at once for personal interview. Address Box 81Y8, Grain & Feed Journals, Chicago.

INFORMATION WANTED

A **PHANTOM** grain transfer boat is said to be floating about in the upper Missouri River, but repeated searching has failed to disclose its whereabouts. Any light on its location or owner's name will be greatly appreciated. Address 81Z5, Grain & Feed Journals, Chicago.

BUSINESS OPPORTUNITIES

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, **USE** these columns to your best advantage just as others are doing. **WE WILL** assist you in the composition of copy free. We are in business to be of service to **YOU**. There is no wrong time to put an ad in the columns of the Journal. **TRY IT.**

WHENEVER THERE is a real opportunity of interest to the grain trade. It is usually registered in the "Wanted—For Sale" columns of the Journal.

McMILLIN TRUCK DUMP

For Electrical Power



A dump that fills all requirements. Capacity from smallest wagon to largest truck. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. **SPEEDY, SAFE and SIMPLE** in operation.

Address

L. J. McMILLIN

525 Board of Trade Bldg., Indianapolis, Indiana

KEEP POSTED

GRAIN & FEED JOURNALS
CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office

State

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 79N12, Grain & Feed Jnl's., Chicago.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

FOR SALE—Hammer Mill JB, No. 2, 40 h.p. Motor, Texrope Drive \$400.00. W. W. Pearson, Reynolds, Ind.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

ALL KINDS of good used machinery, rolls, reels, cleaners, Midgets, etc. McWilliams Mill Machinery, 332 E. Kentucky St., Louisville, Ky.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

FOR SALE—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

SAVE MONEY HERE.

ON USED MILL and Elevator Machinery; Pulleys, Shafting, Clutches, Etc.; Large Stock. Good Ear Corn Elevator; Iron Boot; 6x18" cups, complete except Belt; 25 and 50 bbl. Midgets. Call or see Ernest Stroh, Columbia City, Ind.

FOR SALE—No. 30 Blue Streak Mill Rebuilt, No. 2 Jay Bee Mill, 30 h.p. General Electric 1800 r.p.m. 220/3/60 Motor, 40 h.p. Westinghouse Compensator, "V" Belt Drives, 15 h.p. Westinghouse 1200 r.p.m. Motor 220/3/60, other items. Modern Elevator Supply Co., Minneapolis, Minn.

THE WANTED-FOR SALE DEPARTMENT of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employe, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

MACHINES WANTED

WANTED—Good used or rebuilt grinder and mixer—direct connected preferred. Wolfe Grain Co., Shippshewana, Ind.

WANT TO BUY—23 or 26 inch Waterwheel with case; state condition, price. Address 81Z4, Grain & Feed Journals, Chicago.

ANY KIND, ANY SIZE, Any Price engine which is not in use, and which you wish to sell, will find many ready buyers if advertised in the "Engines For Sale" column of GRAIN & FEED JOURNALS. Try it.

SCALES FOR SALE

FOR SALE—20 ton 20 foot Strait scale with registering beam; completely reconditioned, guaranteed A.A.I. Box 305, Dallas, Texas.

FOR SALE—One Torsion Balance Scale, capacity 120 grams, complete with weights, practically new, price \$45.00. McKenna & Strasser, Board of Trade, Chicago.

MOTORS—GENERATORS**ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

Grain Storage Receipts

A written receipt is indispensable to grain dealers who store grain for farmers. This receipt records the amount, kind, and grade of grain, and sets forth terms of storage as follows:

"Stored grain will be purchased at per bushel under the Chicago..... future, settlement to be made on or before 19....., at which date the grain described herein will be considered sold.

"Storage must be paid for at the rate of for the first days, and at the rate ofc per bushel per (month, day) thereafter until sold, this charge to include fire insurance. Deterioration and shrinkage at owner's risk."

Grain Storage Receipt book contains 75 originals of goldenrod bond paper, 75 duplicates of manila, 3 sheets of carbon, and heavy, pearl-gray pressboard covers. Shipping weight, 1 lb. Order Form 15SR. Price 95c each, or 3 books for \$2.50, plus postage.

Grain & Feed Journals

332 S. La Salle St. Chicago, Ill.
Consolidated

Will the AAA Ever Get Out of the Bramble Bushes?

With Apologies to the Chicago Journal of Commerce

Daily**MARKET RECORD**

A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides space for recording hourly Board of Trade radio or CND quotations for Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets, size 9½ x 11½ inches, in a book. Well bound in tough pressboard. Shipping weight one pound. Order Form CND 97-5, Price \$1, plus postage.

Grain & Feed Journals

Consolidated

332 S. La Salle St. Chicago, Ill.

PEORIA

Located in the very center of Illinois' great corn and oats producing territory, Peoria has several of the largest corn consuming industries in the United States, including corn products, mixed feeds, and distillery products. This market also has favorable freight rates to the Gulf and Southeastern territory, which give the Peoria grain merchants unlimited facilities for grain distribution.

So great is the demand, that Iowa and Missouri find their best market here at times and large quantities of corn move to this great Gateway from these states. Owing to the comparatively short haul to Peoria, railroads move this Peoria grain in much shorter time than to other terminals, insuring quicker returns.

*These Peoria Board of Trade Members
Want to Serve You*

Allied Mills, Inc.
James E. Bennett & Co.
Geo. W. Cole Grain Co.
Continental Grain Co.
W. W. Dewey & Sons
C. H. Feltman Grain Co.

Lowell Hoit & Co.
Lamson Bros. & Co.
Luke Grain Co.
P. B. & C. C. Miles
Mueller Grain Co.
Daniel F. Rice & Co.

Hiram Walker & Sons Grain Corporation, Limited

GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

**AMERICAN ELEVATOR &
GRAIN TRADE**
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

GRINDING FEED fine or coarse for 8 cts a hundred will not prove profitable for any dealer who expects ever to renew his equipment or to pay for his labor, power and taxes. Many feed mill operators of experience hesitate to attempt grinding at 10 cts per hundred.

TO INSURE themselves a sufficiency of wheat in time of war a few nations in Europe are imposing tariffs and restrictions that make the cost three times the price in America, starving their own people, while Canada, the United States and Argentina are burdened with a surplus, again proving that most of our troubles are not economic but political in origin.

THE ECONOMY of time, labor, power and oil effected by the installation of anti-friction bearings is so pronounced the wonder is any elevator owner can be kept from making this profitable improvement in his plant. The credit allowed on fire insurance premiums by the mill mutuals soon offsets the first cost and also minimizes the danger of friction fires.

GRAIN DEALERS who are called upon to handle any of the farm stored grain sealed for government loans, are sure to encounter many difficulties. Indiana samples carefully inspected recently disclosed badly bin burned wheat, musty, red and black weevil and, of course, much grain badly damaged by the pests. Dealers who are not vigilant will, of course, take in some of this stuff before they discover its worthlessness. Only the most vigilant will escape heavy losses on farm sealed wheat.

VICTIMS of corners and squeezes can be expected to bring a large flock of lawsuits to collect threefold damages from the perpetrators, under the precedent first established Dec. 14 by the circuit court in *Peto v. Howell*, published elsewhere in this number. Of course, no one in his right mind will try to run a corner after this decision, with the likelihood of having to pay out three times the profits. The decision is a knock-out blow for manipulators and makes the Commodity Exchange Act and Administration unnecessary, the Sherman Anti-Trust Act being adequate.

THE LIMIT of 2,000,000 bus. on individual net position in the futures market effective Dec. 31 will eliminate to some extent the speculator as a go-between, leaving gaps in the market when exporters or processors do not happen to want the grain offered in hedges by the producers thru country shippers, receivers and warehousemen. Under the restriction on bull operations the price level can be expected to rule continuously a few cents lower to the disadvantage of growers and profit of foreigners and consumers. And the government agency bringing this about is supposed to have the farmer under its special protection!

THE UNCERTAINTY of what the administrator of the wage-hour law will finally insist shall constitute "the area of production" is causing much hesitation among cautious grain buyers. However, the courts seem unwilling to uphold the arbitrary rulings of the autocratic administrator, so sane interpretations of the act may prevail until it is repealed, as is persistently demanded by hundreds of industrial and business organizations.

"BARGAIN SEEDS" collected by inspectors for the Chief Seed Analyst of Illinois were hardly worth planting, in fact no dealer in field seeds who wanted a customer to come back would offer the trash for sale. Doubting growers who do not recognize the difference between bargain seeds and tested seeds should be induced to peruse the laboratory records of the samples collected, which will be found on our pages devoted to "Field Seeds" this number. One reading should convince any earnest farmer of the extreme folly of planting untested seeds anywhere.

THE GYPSY truckers of the southwest have succeeded in monopolizing the trade in corn between surplus producing sections and the feeders of other sections to the great disadvantage of the farmers, the feeders, the grain shippers, the grain receivers and the railroads. All have suffered and will continue to suffer until lower rail rates are made between the producing and consuming sections. Naturally, a well attended meeting was held in Kansas City recently with an earnest purpose to find some definite relief. However, the public which is taxed to construct and maintain the highways for the merchant truckers was not represented. When these nomadic merchants contribute their share of the cost of constructing and maintaining their highways they will find their present operations extremely unprofitable.

FEDERAL laws, boards, buros and commissions, combined with labor unions, do so much to regulate and restrict rail carriers few railroads direct their own activities or realize *net* earnings from their efforts and all are so badly handicapped they are abandoning many short lines with disastrous effect to country communities. On the other hand every city stands ready to provide costly terminals for the airways and waterways. The federal government provides deep channels for its own barge lines and operates its barges at a loss. The operators of private automobiles are taxed heavily to construct and maintain expensive highways for the operators of profit earning trucks and busses. When the railroads have been wrecked the politicians will try to operate them at the expense of the taxpayers, but it will then be too late to salvage many of the isolated villages destroyed by their shortsighted policies.

CHICAGO, ILL., DECEMBER 28, 1938

ZERO WEATHER at last is making it safe to ship that soft corn to a terminal drier.

TAXES compel the people of the United States to work three months out of every year for the government.

WHEAT CROP insurance premiums stored in dark, damp places are sure to provide a veritable paradise for hungry weevil, so vigilant buyers will inspect all offerings more carefully than ever.

WHEN Congress reassembles in January, let us hope the legislators will set about creating a government by law that he who runs may read and understand, rather than a government by bureaucrats whose whims change the "interpretations" hourly.

GAMES of chance as the means of promoting sales of merchandise have been condemned so many times by the Federal Trade Commission few self-respecting merchants longer conduct a lottery in hope of increasing their sales.

Repeal or Amend Robinson-Patman Act

Congress could begin the New Year right by repealing two laws passed with the aid of slush funds stolen from a non-existent "crude drug" department. A congressman who sponsored the Miller-Tydings and Robinson-Patman Acts is reported to have been paid \$4,800 by Coster-Musica.

These resale price-fixing and anti-discrimination bills had been shuffled about the halls of congress for several years but never got anywhere until the slush fund came into use.

Without going into the merits of these laws the real objection is the method of enforcement which presumes a man guilty until he proves himself innocent, contrary to American jurisprudence and the common law.

The Robinson-Patman Act imposes on the honest merchant a tremendous burden of unwarranted expense, in keeping up to date elaborate cost accounts on every item handled, to be used as defense evidence in the event the Federal Trade Commission should ever call him on the carpet.

The Commission into whose lap this law was thrown, in its annual report, just issued, well says:

"Investigations of alleged violations of the Robinson-Patman Act are more expensive and time-consuming than those made under the other acts which the Commission administers. This is due to the technical nature of the act and the consequent particularity of detail required to determine its application, as well as to the fact that frequently elaborate cost account studies are necessary where justification for price differentials is claimed on the basis of cost differences.

"In determining the costs of selling and distributing a commodity to each of several classes of customers, considerable difficulty may be experienced. Particularly is this true when these several classes buy through the same salesman and receive through the same agencies of delivery two or more commodities, including the one whose prices are in question.

"Few, even of the large and important companies, have yet worked out and installed cost-accounting systems which, for purposes of defense under the Robinson-Patman Act, are sound and adequate in their conception and at the same time suitable and practicable for the everyday use of the individual business concern.

"Where the respondent's cost-accounting system is not adequate to disclose the necessary cost data, and cannot be readily made so, it may be necessary for him to make a sample check of his costs by a timing study of each operation involved in the sale and distribution of the commodity, the prices of which are in question, and to make a detailed record of each item of cost for a representative period and a representative part of the field of distribution. Such studies must in turn be checked by the Commission's accountants to determine their accuracy and adequacy.

"After a formal complaint has been issued and proof of discrimination in price submitted in a hearing, the burden of showing justification of differences in price thru savings in costs rests upon the respondent."

The general public composed of consumers did not ask for the enactment of

this law the effect of which is to raise prices on manufactured goods, and of course the price cutters did not. Whatever benefit accrues to the retailers who favor price-fixing under the law could be accomplished by suitable amendments allowing successful defendants attorneys' fees at the expense of complainants required to give bonds to pay costs of successful defense.

The best way out of the muddle is to repeal the ridiculous law.

Processing Taxes Not Wanted

The advocacy by the Secretary of Agriculture, in his annual report just issued, of processing taxes on wheat should stir the consumers to the stoutest resistance.

Before the processing tax was declared unconstitutional by the Supreme Court the government had collected \$960,720,-379.99 in processing taxes on the necessities of life of the poor as well as the rich. At 30 cents per bushel one quarter of a billion dollars was collected on wheat.

The government itself, in the report of the Treasury Department on the Agricultural Adjustment, issued Mar. 9, 1935, said:

"In most cases the processor, altho he pays the tax, does not in reality bear the burden of the tax. The ultimate taxpayer—that is, the person who bears the tax burden—is the ultimate consumer, the person to whom the taxed commodity, bearing the tax with it, passes on from the processor for final use. The ultimate taxpayer, then, is the person who eats the pork and bread and wears the cotton cloth, whose retail prices include the processing tax."

The honorable secretary who as head of the A.A.A. seems so eager to dispose of wheat surpluses, should read further the report of the Treasury Department



For the New Year

Not what we have, but what we use;
Not what we see, but what we choose.
These are the things that mar or bless
The sum of human happiness.

The things nearby, not things afar,
Not what we seem, but what we are.
These are the things that make or break,
That give the heart its joy or ache.

Not what seems fair, but what is true;
Not what we dream, but the good we do!
These are the things that shine like gems—
Like stars in heaven's diadems.

—The Uplift.

stating that "the effect of the processing tax on consumers was a decrease in consumption of flour of about 3,000,000 barrels annually," in line with the inexorable fact that the consumer has only so much money to spend and when the price goes up must buy less.

In a broad way, processing, like other heavy taxes, operates to decrease consumption, reacting against manufacture and production to decrease general business activity and employment, thereby continuing the depression.

Demagogues prefer the processing tax because it is hidden. The manufacturer or flour miller is forced to act as tax collector in the hope that the consumer will remain ignorant of the heavy burden the politicians are loading on his staggering back.

Sacrificed to Unpreparedness

Last month an Iowa elevator was sacrificed to a most disastrous example of complete unpreparedness. An overheated motor was discovered to be enveloped in flames. After the manager and his assistant had made several trips to the cupola without any effective fire fighting apparatus, three members of the local volunteer fire department pulled hose to the cupola but were not able to get any water, so all efforts to extinguish the fire were greatly handicapped. The fire was discovered in ample time to have been put out had extinguishers been at hand or had a barrel of non-freezing water been available. A water hydrant not far from the elevator had not been flushed; hence, was filled with sludge.

Another similar sacrifice of valuable property was the burning of the elevator operated by the Lewiston Grain Growers at Culdesac, Idaho, together with 160,000 bus. of grain, mostly wheat. The fire was discovered about 9 p. m. and was traceable direct to friction of an old style clutch operating the elevator's main drive. No water or fire extinguisher was available—in fact, the nearest supply of water was more than a quarter of a mile distant from the elevator; hence, one more elevator with a large stock of grain was sacrificed to unpreparedness.

Reports are published in our news columns so frequently of the extinguishing of grain elevator fires in their incipency, observers would naturally expect every elevator operator and owner to profit by the convincing experiences of other operators who save their plants from destruction because effective fire fighting apparatus is available. Barrels filled with non-freezing solution and fire extinguishers are so inexpensive there seems to be no excuse in any elevator owner neglecting to provide both extinguishers and barrels at every convenient point so as to facilitate and expedite the extinguishing of fires before they have gained any headway.

Killing the Future Trading Goose

Thru the annual reports of the Secretary of Agriculture and of the Commodity Exchange Commission one can detect a more friendly note and less harping on alleged abuses requiring bureaucratic correction.

Gradually it seems to be penetrating the skulls of the bureaucracy that unwise regulation is harmful to the exchanges and destructive of future trading.

One floor broker formerly active all day in the wheat pit for his private wire house now sits in his office with feet on the desk waiting for an occasional order to be received during the day.

Grain future orders of one private wire house have dropped off to the point where the firm had to dismiss from the payroll a leading crop expert formerly at the head of the government crop reporting service. If the C.E.A. in endeavoring honestly to carry out the mandates of Congress with regard to margins, reports, etc., succeeds in killing off all the commodity exchanges there will be no need for a Commodity Exchange Administration, and all its now considerable number of employees likewise can be taken off the government payroll.

The bureaucracy is under the necessity of keeping alive the exchanges where commodities are dealt in for future delivery to justify their own employment.

A Trucker who victimized a country elevator operator by hauling for a Minneapolis swindler has a judgment against him obtained by the elevator operator, who is now looking for something on which to levy.

Cargill, Inc., J. H. McMillan, Jr., E. J. Grimes, Julius Hendel and Philip C. Sayles on Dec. 27 were charged by the Sec'y of Agriculture with having manipulated the price of Chicago September and December, 1937, corn futures, and with having made "wash" sales of corn futures at Minneapolis in March, 1938.

Uruguayan Wheat and Flour Subsidy

The Bureau of Agricultural Economics on Nov. 26 reported that the government of Uruguay had on Sept. 30 established an export subsidy on wheat and flour.

The decree provides that the bounty shall apply on exports up to a maximum of about 450,000 bus. of wheat, the surplus still remaining on that date from the 1937-38 crop.

The 1937-38 wheat crop in Uruguay of 16.6 million bus. was exceptionally large, and there was a surplus of almost 4 million bus. A considerable part of the surplus was disposed of by barter arrangement to Chile in exchange for potatoes and to Peru and Bolivia in exchange for petroleum products. After deducting the quantities of wheat involved in those agreements, there was still a surplus of about 780,000 bus.

Altho the subsidy applies only to the surplus remaining from the 1937-38 crop, it is also proposed to maintain the equalization fee for the 1938-39 crop. The subsidy for the existing surplus is not to exceed 10 pesos per ton (17 cents per bushel) for wheat and 10 pesos per quintal (\$2.85 per 100 pounds) for flour. Funds for payment are to be taken by the Bank of the Republic from the Exchange Profit Fund.

Successful Corners Made Losing Ventures

By a decision of the U. S. Circuit Court of Appeals Dec. 14, 1938, all corners and squeezes in any commodity for future delivery are made unprofitable hereafter.

Shorts compelled to buy in at a loss can recover three times the amount of their loss from the manipulator.

This is the far-reaching consequence of the reversal by Circuit Judges Major, Treavor and Lindley of the district court ruling in the suit by Soma Peto v. Thomas Howell.

Peto, a grain merchant for 28 years, and a member of the Kansas City Board of Trade, had elevators in Kansas, Missouri, Nebraska and Iowa, and was associated with B. C. Christopher & Co. He operated on a small margin of profit and hedged his trades. He sold 5,000 bus. Chicago July corn Apr. 17, and 45,000 bus. May 12, May 22 he bought 5,000 bus., and on July 23, 10,000 bus., leaving him short at the close of trading July 23, 1931, 35,000 bus. His first knowledge that something was wrong came on July 29, when the price shot up 9 3/4 cents per bushel, at Chicago while at Kansas City it declined. He had corn at Kansas City and at various other places but it was too late to get it shipped to Chicago in time for inspection and delivery by July 31. Rather than default he bought in 35,000 bus. July 31 at 71 3/8 cents per bushel, altho he testified that the reasonable value of No. 2 yellow cash corn was 47 to 50 cents per bushel, and that he could have bought the corn at 47 1/4 cents had not the market been cornered. The difference at 24 1/8c amounted to a loss of \$8,443.75. In August the price dropped to 41.2c per bushel.

Howell was a large grain trading member of the Chicago Board of Trade. He bought his first lot of July corn, 700,000 bus., thru the Norris Grain Co. in an account numbered 75. He bought more corn until on May 25 he was long 4,435,000 bus. He bought 1,310,000 bus. May 26. After May 26 and until July 31 he traded thru 16 accounts kept with 8 grain brokerage firms. Only 2 were in his own name, secrecy being essential to prevent shorts and hedgers from becoming aware of the trap. To avoid reporting to the Grain Futures Administration he allocated to his account No. 75 only 560,000 bus., making it 4,995,000 bus. The other 750,000 bus. was spread 250,000 bus. in Norris Grain Co. account No. 80 of R. M. Meyer his brother-in-law, 250,000 bus. in account No. 90 of J. R. Meyer, his brother-in-law, and 250,000 bus. in account No. 125 of H. F. Hall, his confidential secretary.

Other names in which his trades were concealed were Barrington Co., Arthur de Cordova, Mrs. F. M. Howell, Helen M. Howell, Frank Bliss and Kelley Butler. The brokerage firms were Norris Grain Co., R. M. Meyer & Co., Farroll Bros., F. S. Lewis & Co., Jas. Kidston & Co., Bartlett Frazier Co., Jas. E. Bennett & Co. and Thomson & McKinnon Toronto office. The Toronto office directed the Chicago office to deliver the checks representing the profits of Butler, near Toronto, and Bliss and de Cordova of New York to Howell at Chicago. Howell after endorsement deposited them in his personal account in the Continental Bank and paid income tax thereon. He admitted he was long June 30, 1931, about 8,000,000 bus.

He shipped out of Chicago by boat during July 917,000 bus. to Canadian ports. From July 18 to the end of the month he held warehouse receipts for practically all of the deliverable corn at Chicago.

Shorts delivered 8,115,000 bus. to Howell, and bought 1,065,000 bus. of Howell in the pit to cover, one of whom was Peto, who had 35,000 bus. to buy. The other shorts who

covered over 1,000,000 have not yet started suit against Howell. All of the 1,065,000 bus. was sold at the same price 72 1/2 cents per bus. from the various accounts of Howell, the two Meyers, Butler, Bliss, de Cordova, Barrington Co., Helen Howell and Mrs. Howell. Howell received as profit checks for \$28,097.36 from the Meyers account, \$42,391.75 from Helen Howell account, \$46,872.00 from Butler account, \$44,759.49 from Bliss account and \$74,507.50 from Arthur de Cordova account. One check for \$39,035.50 was given by Howell to Mrs. Howell as a gift.

On Aug. 1 Howell owned 7,440,975 bus. of deliverable corn, which was 97 per cent of U. S. visible supply in Chicago, and 90 per cent of the whole commercial visible supply in the United States.

Without leaving it to the jury the district court directed a verdict for defendant because he believed the plaintiff had failed to prove that defendant had monopolized all the corn in Chicago and thruout the United States.

M. Lester Reinwald and Morris Sostrin, counsel for Peto, especially Mr. Reinwald, made a thoro study of all ramifications of grain trading on the Board, had auditors, subpoenaed checks and got data from the Grain Futures Administration to build up the facts to prove actual existence of a monopoly, in defiance of the Sherman Anti-Trust Act, which provides for treble damages to an injured party. They appealed to the Circuit Court.

The Circuit Court said:

Plaintiff's evidence tended to support all the averments of the bill.

Defendant insists that all of the deliveries to him were intrastate in character, that he did not attempt to monopolize any part of interstate commerce, and that plaintiff is without right to recover because he was engaged in a gambling transaction. The statute forbids monopolies of "any part" of interstate commerce.

The crucial question involved here is whether the court had jurisdiction by virtue of the federal statute, and that in turn resolves itself into a question of whether the facts recited constituted not only a monopoly of corn in the Chicago market, as stated, but also the monopoly of "some part" of interstate commerce. That question is the battle-ground.

A violation even tho limited to Chicago or to a specific time is still in violation of the law. The facts alleged disclose definitely that plaintiff to recover for damages caused by the monopoly of defendant and the proof is that he controlled 97 per cent of the commodity in Chicago, constituting 90 per cent of the same thruout the country. We think the allegations of the complaint were such that plaintiff made a prima facie case thereunder.

Defendant also insists that the motion for directed verdict was properly allowed because plaintiff's evidence disclosed that the damages he sought to recover grew out of his illegal gambling contract. In Illinois the courts have held that in order for a contract to be void as a gambling transaction both parties must intend it to be settled by payment only of differences.

The plaintiff testified directly that he intended to make delivery of the corn he had sold, and that he was in position to do so, and, ready, willing and able to perform his undertaking in that respect. True, in the end he settled by differences. But the evidence is such that we can not say as a matter of law that he had the positive intent at the time he made the contract, not to deliver. The question was one of fact for the jury. There having been substantial evidence of an intent to deliver offered by plaintiff, the trial court was without right to direct a verdict upon the ground that the contracts were gambles.

The judgment is reversed and the cause remanded with costs to plaintiff, and with directions to proceed in accord with the views herein expressed.

For the loss of \$8,443.75 plaintiff Peto may recover \$25,331.25, which, plus attorneys' fees and interest, may be increased to \$40,000.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

Handling High Grade Seeds Will Pay Best

Grain and Feed Journals: We believe that if the country grain buyers were to handle only high grade field seeds and encourage their producers to plant only seeds of the highest quality that within the space of a few years the higher quality crops produced in their individual sections would command a premium.

We cannot give you the actual experience of any particular grain dealer who is handling his business in this manner, but feel sure that it is being done.—Robert Nicholson Seed Co., A. J. Biggio, Dallas, Tex.

Truckers Must Be Economically Useful

Grain & Feed Journals Consolidated: We have been reading from month to month your attacks against itinerant truckers. While those truckers who pass worthless checks and engage in other dishonest practices should, of course, be taken care of by laws, the laws are already on the books, we do not understand how you can find legislation against an honest itinerant truckman desirable.

To exist at all he must be economically useful, that is to say he must either pay more for what he gets, or sell his product for less, or give better service, or perhaps all three. If he is economically useful it would seem to us that it will be impossible to legislate him out of existence without swelling the already too numerous receivers of taxpayers' money, that is to say extra policemen and clerical helpers. This we know you oppose.

While a new industry may somewhat hurt an old established industry, certainly it cannot hurt it much unless it can prove its place without question. If it can prove its place then certainly no one would want to see it out of existence.—Bedford Feed Co., by E. F. Ross, Bedford, Penn.

Inform Farmer on Advantage of Planting Tested Seed

Grain & Feed Journals: It is our opinion and we believe that statistics will bear us out that the legitimate country dealers in field seeds actually handle only about sixty per cent of the seed that is used yearly for planting purposes. The other forty per cent is accounted for by truckers and back fence trading.

If the country dealer would educate his farmer customers with the fact that for the most part the seed distributed by the average trucker is generally unfit for planting, we are firmly convinced that the farmer would stop, look and listen and in most cases we feel sure that the trucker would lose the business.

The same rule may be applied to seed that is traded in over the fence. These seeds are usually lots of very inferior quality and have as a general rule not found a buyer in the regular trade channels, because of this fact.

For the little additional money required to buy high grade, tested seeds today, we know that the farmer is making a poor investment when he buys cheap seed of unknown quality. Once this fact is brought home to him, the farmer will buy all his field seed from legitimate dealers, with the complete assurance that the seed he is planting is strictly high grade and not some accumulated junk that is being peddled from cross road to cross road.—North American Seed Co., Milwaukee, Wis.

Cooperators Sealing Corn

Grain and Feed Journals: The corn sealing program continues at a lively pace. Many growers who are now sealing their corn are not considering same in terms of a loan but rather as a sale at 57 cents. Those who have not sealed are simply awaiting developments of the corn market. If 50 cents or better—the objective principally mentioned—is not reached by March 31st, the final sealing date, they will of course seal their corn.

In the meantime, country offerings of corn get a little lighter each day. Export interest in corn has been lagging. Argentine corn is now being offered at a small discount under American offerings, however Argentina's remaining surplus is not very large and on account of its poor quality, indications are that we will continue to get a good export demand for our corn for several months at least.—Baldwin Elevator Co., Decatur, Ill.

Meditation

Grain & Feed Journals: Looking 100 years back in 2038 we see a rather strange picture. People were interested more in theories and social reforms regardless of costs, than in making a living in a business like way. Instead of considering the individual as a part of his Maker and attributing to him the same qualities, but in a lesser degree, he was rather marked by the brand of Cain and harmonious relations were unwittingly discouraged.

The Secretary of Agriculture to carry out a subtle scheme to protect farmers at the expense of consumers and tax payers caused

legislation to be enacted to bribe farmers so as to restrict certain crops and plow under others.

Not all farmers could be bribed. This class proved themselves to be the backbone of the nation and thus we have today (2038) a world where there is no class hatred.

We now know that economics means the utilization of everything without the loss of anything. There is no more use for spite fences or the ruthless slaughter of cattle and hogs only to be dumped into the lakes.

They were dreaming then of a more abundant life but they started to move in with a cloud on the title just as did the dictators of Europe. Perhaps some day we will more fully realize the divinity of the individual, the democracy of humanity.—Block Elevator, by Edgar W. Block, Indianola, Ill.

Crop insurance policies at the rate of about 4,000 per day now are being written by the Federal Crop Insurance Corporation in its Kansas City office. Premium payments have been received at Kansas City from approximately 100,000 applicants for insurance on winter wheat to be harvested in 1939.

Grain Dust is believed not to be permanently harmful to those working in a dusty atmosphere; but Morris Stey was taken from the hold of a ship loading at the Paterson Elevator, Fort William, Ont., Nov. 26, on a stretcher to the hospital where he was unconscious for an hour from the effects of grain dust.

Former Pres. of National Ass'n Dead

Warren T. McCray died of a heart attack while at dinner in his farm home at Kentland, Ind., Dec. 20, aged 73 years.

After being graduated from the Kentland public school he was employed in his father's bank until he was 21, when he went into the grocery business as a partner of W. J. Kirkpatrick. He sold his interest in the store four years later to build an elevator of 100,000 bush capacity in partnership with R. G. Risser on the site of the burned A. J. Kent warehouses. Mr. Risser sold his interest in the various elevators to Jas. L. Morrison in 1893. Partners at other stations have been Chas. G. Watkins of the Cleveland Grain Co. and H. J. Caldwell.

As a member of the firm of McCray, Morrison & Co. he was engaged in the grain business, operating a transfer and cleaning elevator at Kentland and several country elevators at nearby points, doing a track buying business, selling clipped oats to the east and drying corn.

He controlled, as president, the Sawers Grain Co., doing a grain receiving and shipping business on the Chicago Board of Trade, many years ago.

He was a charter member and the first active president of the Grain Dealers National Ass'n, predecessor of the present Grain & Feed Dealers National Ass'n, and held the office for three terms, until 1900, at the time when the grain trade was expanding and new problems were pressing for solution by the organization, which he supported most enthusiastically. He was the Association's guest of honor at the Milwaukee convention in 1936.

He was engaged in the banking business and successfully operated a 2,640-acre livestock farm, with the largest herd of pure bred Hereford cattle in the United States.

In 1920 he was elected governor of the state of Indiana, an office which he filled with credit.

In recent years he has devoted his time to operating his large farm and breeding cattle, but for several months had been in failing health. A kindly man with many loyal friends in the grain trade has gone to his final rest.



Warren T. McCray, Kentland, Ind., Deceased.

New and Prospective Legislation Affecting the Grain Trade

BY O. F. BAST, President, Grain & Feed Dealers National Assn.

In spite of an unsettled feeling in many parts of the United States grain trade, it seems to me that the year 1939 is not so much to be feared so far as national legislation is concerned. There will be many silly proposals, and perhaps a few attempts to push onward toward socialism, but in the main we rather expect that America will go back to work producing things, transporting goods, and rendering services, all of this pretty much under the system that we have tried for so many years, and which has worked better than any other form of national economic management.

Radicalism and conservatism seem to run in fairly well defined cycles. Extremes in either bring their own corrective measures. We have had a few years of reaction against the abuses of conservatism, and now the abuses under acute radicalism become so apparent that there is again the inevitable shift. Nations, like many individuals, seem to have their days for reform, and their days for formation. Few of us would hold that, from the excesses of recent radical years, there has come no good. The job ahead, and which seems to be the job Congress will handle seriously in 1939, is that of consolidating the benefits and charging off the silly mistakes of the radical period.

There will be an attempt in 1939 to change the AAA legislation of 1938. Certainly it has bogged down in many places and has forced much dissatisfaction among farmers. But the alternatives being proposed are, in most instances, worse threat to economy of the nation than is the present law.

Price-fixing, which seemed a month ago to be holding first interest as a substitute farm plan, is now making less headway against the sound thinking of legislators. The domestic allotment plan on its face is workable and fair, but even its own backers keep hinting of socialistic phraseology that would make it only price-fixing by another name. A plan proposed some time ago on the Pacific Coast would guarantee farmers-producers fair price for that part of their crop domestically consumed, the government paying a flat bounty between market price and the "fair price." It much like the Canadian plan, but for all its simplicity it has so far drawn little attention and support. Another plan, to give farm relief through a reduced tax on real estate, is too logical to gain important backing among tax-supported legislators.

Many things can happen in a short time in Congress, and no one can foretell the trend of farm legislation until the teams are chosen and the noses counted. But at this distance, our guess might be that the present AAA will survive, with minor amendments. There is growing opposition to processing taxes.

Crop loans will probably continue, and the Secretary in his annual report seems to have no inclination to make them price-fixing loans. The maturity date of loans on wheat and corn now in store, will come and there will be a period (if prices remain below the loan) of uncertainty about the activity of the government in disposing of, or storing, its reserves. There is a limit to the amount the government will pile up in an "ever normal" granary, and that limit may be nearly reached. There should be some marked results of a year's experience with farm storage of wheat in some areas. Of course no one can foresee the probable export situation in late 1939.

The wages-hours law also, it seems, will have some amendments. We believe the defini-

tion of "area of production," which has brought some of our grain dealers under the Act, should and will be relaxed to include all handlers receiving goods direct from producers. Other amendments will clarify some of the points of the law that are now causing confusion. There should, we think, be a re-definition of "seasonal industry" to provide for the peak-load period of those industries which have harvest season rushes. The law seems to be in the hands of fair administrators, and we have confidence that it will be amended in line with the experience already gained.

Futures: One of the problems facing our exchanges is the diminution in futures trading. There are various causes of this lessening in the number of persons willing to bear risks of ownership, not the least of which is the government's entry into the markets through its loan plan. The threat of huge government supplies, or supplies virtually under government control, will hang over the market for some time, or until the federal agencies announce some clear and determined policy of injecting their supplies into the market, or holding them off. The recent limitation on futures trading lines, hitting as it does the larger speculators and spreaders, is announced at a time when it will apply to probably no single individual or firm in the market. There may come a time when the government itself would welcome the larger speculators and spreaders back into the market; it will be something of a point of proof, either way.

Ever Normal Granary—There is continued rumor of plans for federally owned or controlled storage space for ever-normal granary grain. While this includes the rumor that new space will be built, this seems to us so ridiculous, in the face of present storage facilities, that we cannot believe it will be done. There is ample country and terminal grain storage space awaiting, under the present law, the working out of a fair and sensible plan of co-operation between the trade and the



O. F. Bast, Minneapolis, Minn.

federal agencies. We do not believe the government wants any more "white elephant elevators" on its hands, unneeded and unused.

Important to many elements of our trade is the tendency of some federal agencies to enter the grain business through the back door, i.e., by financing co-operative enterprises which otherwise have not been able to win their way in grain marketing competition. We are glad to see Secretary Wallace's statement that the best system finally will be found to be one where free competition is present. We agree with this, and emphasize the point that it is not free competition when one group within a trade is financed with funds taken partly from the other group by taxation. It is one thing for a government to insist upon fair trade practices and uniform rules; it is far different when the government interjects itself into the competition, by use of tax money.

The present Congress would seem to be one concerned with gathering up the pieces of the experiment, saving the best and frankly junking the worst. It will not be a Congress easily frightened with "must legislation"; it will be a Congress wise to the hollow threat of political reprisals in the home districts, a Congress alert to the clear voice of voters at the polls. It will be in no sense a reactionary Congress; it is still liberal in composition, if much less radical. It may even be a surprisingly "constructive" Congress.

There is some hope of progress toward budget balancing, but no hope for reduced taxes. In fact, taxes must be increased if we are even to balance the budget immediately; the debt load has reached an all-time high, just short of \$300 per capita. There is reason to expect higher income taxes all around; possibly even an extension of incomes taxes into the lower income groups. The famous party is drawing to a close, and the managers will be busy figuring up the bill and seeking the funds for payment.

In the States there will be many diverse problems. There will be increased effort to control the trucker-peddler, and also there will be increased and well organized opposition from the trucker groups. Having been beaten in most of their tests of state laws, the truckers can be expected to center their attention now upon legislatures. The obligation of grain dealers, especially country elevators, in the collection of money due on mortgages and liens, will be brought forward in a number of States by the state associations of grain dealers, and there will be at least a start toward the relaxation of these most unfair laws. State wages-hours' legislation, complementing the federal law, will be sought, and grain dealers must be alert to the provisions of these State proposals. Exemptions, as under the federal law, must be provided for, unless we are apt to be at the mercy of the shoveller and scooper. Although our National Association has been interested in uniformity in grain storage laws between States, there is no organized program that has yet been agreed upon. At least two additional States may pass grain storage laws for country elevators.

In the past year our trade has learned the value of correct and timely information on national events. The establishment of our national contact office in Washington, D. C., last January has brought us far more benefits than even anticipated. The entire trade is nearer unity in its national defense program than ever before; an even better working arrangement is needed, and probably will be worked out in this coming month. Members of the National Association are assured that their national interests are being guarded, and that they are being kept informed on national events of importance to the trade.

Things look a little more hopeful; the spirit of the times is a bit steadier. It is not beyond reason to believe that this may be a good moment in which to offer you a sincere "Happy New Year," for it might come true.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Winchester, Ind., Dec. 24.—Our wheat needs moisture and a snow covering. As one of our farmers put it the other day, it is puny going into the winter and not getting any better.—Goodrich Bros. Co., C. C. Barnes, exec. v-pres.

Columbus, O., Dec. 22.—The plantings of winter wheat in Ohio in the fall of 1938 are estimated at 1,977,000 acres, a reduction of 18 per cent from the 2,411,000 acres sown in the fall of 1937. The condition of the crop on Dec. 1 was only 79 per cent of normal compared with 83 per cent on Dec. 1, 1937 and 86 per cent, the 10-year average condition for Dec. 1.—Glenn S. Ray, Sr. Agri. Statistician.

Chicago, Ill., Dec. 22.—Consideration should be given to the fact that there is more subsoil moisture in those sections of the Southwest where root exhaustion did damage to the last crop than can be accounted for from the amount of moisture fall since July 1st. This is so because of the exhausted condition of the roots not enabling them to draw on the moisture from the rains during late May and June to finish off the crop as should be, but instead left the soil so wet that harvesting was greatly delayed.—H. C. Donovan, statistician, Thomson & McKinnon.

Portland, Ore.—Flax can be grown successfully in eastern Washington, according to Professor E. G. Schafer, head of the agronomy department at Washington State College. Its production is not a question of adaptation to conditions here so much as it is of the price that the farmers receive. During the period from 1925 to 1929 the average annual amount imported was 20,540,000 bus., this over an import duty of 65c per bushel. Flax sold for more than wheat, acre for acre, in South Dakota and Minnesota for the same period. In Montana, wheat sold for more than flax on the acre basis. In Washington the farmers have had less experience and less information is available about the flax crop. Fifteen farmers in the areas of Oakesdale and Tekoa obtained an average yield of about 10 bus. per acre on 1200 to 1500 acres in 1936.—F. K. H.

Minneapolis, Minn., Dec. 16.—Weather conditions during the past month have been generally favorable for agriculture. The heavy snowfall that covered the Eastern States in November has melted and penetrated the soil. Recent rains over the Ohio Valley have also been of great benefit to the growing winter grains. Northern California and parts of the Northwest Pacific Coast States received good moisture. The Great Plains area, however, still remains dry. The light snowfall that covered a good share of the Northern States was of comparatively little benefit as cold weather kept the snow from melting. Recent snowfall is now covering parts of Oklahoma and the Texas Panhandle. The Southwest winter wheat area, especially western Oklahoma, parts of the Texas Panhandle and a large share of Kansas, is in a precarious condition, as dry weather following the rains of early September caused severe deterioration. The early sown wheat came up in fine shape, but it was retarded by continuous drought. Late sown fields are very disappointing. The root system this season shows general subnormal development which is bound to result in greater than usual winter killing.—Cargill Crop Bulletin.

Topeka, Kan., Dec. 21.—The Kansas winter wheat acreage sown in the fall of 1938 is estimated at 13,885,000 acres, or 82 per cent of the 16,933,000 acres (revised) sown in the fall of 1937, according to the Kansas December winter wheat and rye report issued co-operatively today by the U. S. Bureau of Agricultural Economics and the Kansas State Board of Agriculture. This is a reduction of 3,048,000 acres from the area sown the previous fall, but is still above the ten-year 1926-35 average of 13,258,000 acres. Dec. 1 condition of winter wheat of 61 per cent is the lowest December condition on record except for the years 1921 and 1932, when 60 per cent and 57 per cent, respectively, were reported. Indications point to

the heaviest abandonment of seeded wheat acreage in several years. Some loss of acreage has occurred as a result of recent AAA rulings permitting the plowing up of wheat in order to comply with the 1939 program. The acreage sown to rye is estimated at 160,000 acres this year, compared with 145,000 acres sown in the fall of 1937. Dec. 1 condition of rye is 66 per cent, compared with 76 per cent last year and 84.2 per cent the 1926-35 average.—H. L. Collins, Agri. Statistician.

Government Wheat and Rye Estimates

Washington, D. C., Dec. 21.—Official Dec. 1 estimates by the Crop Reporting Board of the U. S. Department of Agriculture place the area of winter wheat sown for harvest in 1939 at an estimated 46,173,000 acres. This is 18% below the 56,355,000 acres sown in 1937 and 20% below the record acreage seeded in the fall of 1936, but still 1% above the average. A tendency appears to return to an acreage about equal to average.

In Indiana, Illinois and parts of adjoining States a dry fall kept seedlings below average. Seedlings are above average in Kansas, Nebraska and South Dakota; also from Colorado into Montana where yields were unusually good in 1938, and in a less important producing area extending from Kentucky and North Carolina southward.

The condition of winter wheat was 72% of normal compared with 76% a year earlier and the 10-year (1926-35) average of 80%. Conditions were poorest in the Great Plains area from Nebraska southward, where early moisture was favorable but subsequent dry weather exhausted surface moisture by December 1. In parts of the Central Plains area late seeded wheat had not yet germinated. Soft winter wheat shows a better condition than in 1937, particularly in Illinois, Missouri, and Iowa. In the Pacific Northwest and in California the condition of winter wheat is close to average.

Indicated production of winter wheat in 1939 is about 485,000,000 bushels. Abandonment of sown acreage will be above average, probably between 20 and 25%.

Rye sown for all purposes is estimated at

7,171,000 acres, an increase of 7.5% over the 6,671,000 acres sown in the fall of 1937. Increases in acreage were general. Only important rye producing State to show a decrease was Wisconsin, with a decline of 19%.

Condition of rye is reported at 76% of normal compared with 74% last year, and the 10-year (1926-35) average of 81%.

Agricultural Research Laboratories Established

The four agricultural research laboratories authorized by the last Congress will be located at Peoria, Ill., New Orleans, La., in or near Philadelphia, Pa., and in the San Francisco Bay area, according to announcement by Sec'y of Agriculture Henry A. Wallace this month.

The Peoria laboratory will deal with corn, wheat, and agricultural waste products; the New Orleans laboratory with cotton, sweet potatoes and peanuts; the Philadelphia laboratory with tobacco, apples, Irish potatoes, milk products, and vegetables; the San Francisco laboratory with fruits, vegetables, Irish potatoes, wheat and alfalfa.

Research efforts will seek new uses and markets for these products in which surplus problems have occurred, said Wallace. Plans for the laboratories are already under way, and construction is expected to begin on each before June 30.

The few not now working for the government will soon be swelling the demands for more taxes.

Chicago, Ill.—The Corn Industries Research Foundation reports a corn grind of 5,993,174 bus. during November for 11 refiners of starches, syrups, sugars and other products. This compares with 6,105,872 bushels ground during October.

United States Grain Crops for 53 Years

Estimates of the U. S. Department of Agriculture of wheat, corn, oats, rye and barley crops of the United States from 1886 to 1937, in bushels, are as follows:

	Winter	Wheat, Spring	All	Corn, All	Oats	Rye	Barley
1886			513,540,000	1,782,767,000	682,312,000	23,854,000	73,503,000
1887			490,761,000	1,604,549,000	696,175,000	22,548,000	72,395,000
1888			423,367,000	2,250,632,000	773,139,000	28,417,000	75,980,000
1889			504,370,000	2,294,289,000	831,047,000	29,524,000	80,790,000
1890			449,042,000	1,650,446,000	609,122,000	26,378,000	69,880,000
1891			677,543,000	2,335,804,000	836,753,000	29,541,000	94,160,000
1892			611,854,000	1,897,412,000	721,824,000	28,718,000	95,170,000
1893			505,795,000	1,900,401,000	707,123,000	26,700,000	87,109,000
1894			541,873,000	1,615,016,000	750,009,000	26,758,000	74,211,000
1895			542,119,000	2,534,762,000	924,858,000	29,636,000	104,475,000
1896			522,963,000	2,671,048,000	774,929,000	31,858,000	97,479,000
1897			606,202,000	2,287,628,000	829,525,000	31,137,000	102,575,000
1898			768,143,000	2,351,323,000	842,205,000	29,062,000	98,174,000
1899			655,143,000	2,645,796,000	937,173,000	26,001,000	118,161,000
1900			599,315,000	2,661,978,000	945,483,000	27,413,000	96,588,000
1901			762,546,000	1,715,752,000	799,812,000	30,773,000	123,800,000
1902			686,959,000	2,773,954,000	1,076,899,000	33,877,000	146,207,000
1903			663,115,000	2,515,093,000	885,469,000	28,932,000	149,335,000
1904			555,671,000	2,686,624,000	1,011,556,000	28,461,000	166,103,000
1905			706,026,000	2,954,148,000	1,104,395,000	31,173,000	171,639,000
1906			740,509,000	3,032,910,000	1,022,715,000	29,609,000	179,148,000
1907			628,764,000	2,613,797,000	801,144,000	28,247,000	150,584,000
1908			642,818,000	2,566,742,000	829,308,000	28,650,000	170,780,000
1909	417,796,000	266,131,000	683,927,000	2,611,157,000	1,013,909,000	30,083,000	173,069,000
1910	429,875,000	195,601,000	625,476,000	2,852,794,000	1,106,162,000	29,098,000	142,419,000
1911	428,740,000	189,426,000	618,166,000	2,474,635,000	885,527,000	31,398,000	145,074,000
1912	402,703,000	327,308,000	730,011,000	2,947,842,000	1,353,273,000	37,911,000	196,927,000
1913	501,239,000	249,862,000	751,101,000	2,272,540,000	1,039,131,000	40,390,000	158,820,000
1914	670,945,000	226,542,000	897,487,000	2,523,750,000	1,066,328,000	42,120,000	177,712,000
1915	640,555,000	368,072,000	1,008,627,000	2,829,044,000	1,435,270,000	46,751,000	206,976,000
1916	456,118,000	178,454,000	634,572,000	2,425,206,000	1,138,969,000	43,089,000	159,157,000
1917	389,956,000	229,834,000	619,790,000	2,908,242,000	1,442,519,000	60,321,000	182,209,000
1918	556,450,000	347,624,000	904,130,000	2,441,249,000	1,428,611,000	83,421,000	225,067,000
1919	748,450,000	203,637,000	952,097,000	2,678,541,000	1,106,603,000	78,659,000	131,086,000
1920	613,227,000	230,050,000	843,277,000	3,070,604,000	1,444,291,000	61,915,000	171,042,000
1921	602,793,000	216,171,000	818,964,000	2,928,442,000	1,045,270,000	61,023,000	132,702,000
1922	571,459,000	275,190,000	846,649,000	2,707,306,000	1,147,905,000	100,986,000	152,908,000
1923	555,299,000	204,183,000	759,482,000	2,875,292,000	1,227,184,000	55,961,000	158,994,000
1924	571,558,000	268,533,000	840,091,000	2,298,071,000	1,424,422,000	59,076,000	167,314,000
1925	401,116,000	258,026,000	659,142,000	2,853,083,000	1,410,336,000	42,779,000	192,779,000
1926	631,950,000	201,594,000	833,544,000	2,574,511,000	1,141,941,000	35,361,000	164,467,000
1927	547,666,000	327,067,000	874,733,000	2,677,671,000	1,093,097,000	52,111,000	240,057,000
1928	577,417,000	335,544,000	912,961,000	2,714,535,000	1,318,977,000	38,591,000	229,625,000
1929	586,055,000	236,125,000	822,180,000	2,535,546,000	1,118,414,000	35,482,000	280,242,000
1930	631,205,000	258,497,000	889,702,000	2,065,273,000	1,277,379,000	46,275,000	303,752,000
1931	817,962,000	114,259,000	932,221,000	2,588,509,000	1,126,913,000	32,290,000	198,543,000
1932	478,291,000	267,497,000	745,788,000	2,906,873,000	1,246,548,000	40,639,000	302,042,000
1933	550,792,000	178,133,000	728,925,000	2,351,658,000	731,500,000	21,150,000	155,825,000
1934	405,552,000	91,377,000	496,929,000	1,377,126,000	525,889,000	16,045,000	118,348,000
1935	465,319,000	161,025,000	626,344,000	2,296,669,000	1,194,902,000	58,597,000	285,774,000
1936	519,013,000	107,448,000	626,461,000	1,524,317,000	789,100,000	25,554,000	147,452,000
1937	685,102,000	188,891,000	873,993,000	2,644,995,000	1,146,258,000	49,449,000	219,635,000
1938	686,637,000	244,164,000	930,801,000	2,542,238,000	1,053,839,000	55,039,000	252,139,000

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Decatur, Ill., Dec. 17.—There is a good inquiry for quality oats; however, a large percentage of country elevators carrying oats report that they are of poor quality—musty and heat damaged.—Baldwin Elevator Co.

Winchester, Ind., Dec. 17.—Farmers are getting ready to sell corn. Price has advanced considerably and a great many of them have interest coming due Jan. 1, and we are looking for a pretty good movement of corn.—Goodrich Bros. Co., P. E. Goodrich, Pres.

Ottawa, Ont., Dec. 9.—Receipts and shipments of grain at Vancouver-New Westminster for the four months ending November, 1938, in bushels, were as follows: Receipts, wheat, 26,050,231; oats, 1,009,440; barley, 244,547; shipments, wheat, 10,283,519; oats, 791,299; barley, 185,687.—Dominion Bureau of Statistics.

Bluffton, Ind.—There have been quite a few complaints this year regarding the combining of beans. The plant in most fields was waist high as early as the middle of August, then the beans started to mature and the weight brought the plant down. At the time of harvest, most of the beans were laying flat on the ground. This made it difficult for the combine to get them; the result was a lot of beans were left in the fields. These beans were a total loss.—M. F. A.

Oklahoma City, Okla., Dec. 13.—The state department of agriculture today estimated this year's sown acreage of winter wheat at 21 per cent smaller than last year and 3.5 per cent below the 10-year average. Condition of the crop is given at 60 per cent of normal, compared with 68 a year ago and the lowest since 1934. Indicated yield, allowing for average impairment of condition and loss of acreage, is 35 million bus, compared with 59 million produced this year.

New York N. Y.—Receipts and shipments of grain in November, 1938, as compared to November, 1937, expressed in bushels, 1937 in parenthesis, are as follows: Receipts, 1938, wheat, 930,367 (3,443,833); corn, 604,729 (1,297,912); oats, 60,200 (260,012); rye, 5,100 (543,615); barley, — (240,474); flaxseed, 591,000 (—); millfeed, 11 tons (40 tons); hay, 358 tons (—); shipments, 1938, wheat 781,000 (2,125,000); corn, 20,000 (295,000); rye, — (310,000); barley, 31,000 (346,000); clover seed, 578 (2,588); millfeed, 62 (123).—Dept. of Information and Statistics.

Strawn, Kan., Dec. 15.—A great deal is being said about the wheat crop prospect for the coming year. I have this to say: there is the poorest prospect for a crop next year that I have ever seen in 40 years. The early sown is fully 20 per cent of it spotted with bare spots; the later sown is still not up and is not likely to come up until spring. It will then be too late to make a crop. Next year is not a wheat year to start with, so it has only one chance in 20 to make even the seed. I have had to do with wheat crops more or less for over 60 years, therefore think I ought to know a little about it. The acreage is only about 60 per cent of what is usually sown, so, taking it all in all,

it is a poor chance for a big crop the coming year.—John McClune.

Ottawa, Ont., Dec. 16.—Wheat receipts in the prairie provinces for the week ending Dec. 16, 1938, amounted to 2,860,332 bus, an increase of 458,343 bus. over the previous week when 2,402,489 bus. were marketed. During the corresponding week a year ago the receipts were 1,329,218 bus. Marketings in the three prairie provinces for the twenty weeks from Aug. 1, 1938, to Dec. 16, 1938, as compared with the same period in 1937 were as follows, figures within brackets being those for 1937: Manitoba, 40,814,709 (32,131,743); Saskatchewan, 99,839,462 (20,076,149); Alberta, 110,539,163 (43,964,107) bus. For the twenty weeks ending December 16, 1938, and the same period in 1937, 251,193,334 bus and 96,171,999 bus respectively were received from the farms.—Dominion Bureau of Statistics.

Grain at Buffalo for Winter Storage

By GEORGE E. TOLES

Buffalo's winter storage grain fleet was completed with the docking of the Str. C. E. Dunlap, 63rd vessel dispatched here to hold grain through the winter. The fleet holds 17,100,000 bus.

This is the largest number of grain boats to winter in Buffalo since 1935 when 74 vessels docked. The high for any season is 121, recorded in 1924. In 1930, 110 boats docked, followed by 84 in 1931, 64 in 1932, 70 in 1933 and 67 in 1934.

Rates held up well during the final shipping weeks. The Fort William-Buffalo rate jumped to 4½ cents, an increase of 2 cents over the early November rate. Between 4 and 4½ cents was offered between Buffalo and Duluth.

Favorable weather conditions at upper lake ports played a big part in extending the season this year. Ordinarily the last boat is in port here by the first week of December.

Elimination of the six-cent preferential tariff on Canadian grain shipped through American ports for the United Kingdom also is believed to be responsible for the sharp spurt in grain traffic here as the season closed.

One elevator has filled to capacity its space of 4,000,000 bus. and another major concern is holding three-quarters of its capacity of grain.

Elevators currently are holding about 70 per cent of their working capacity, exclusive of the mills' storage capacity.

As a leading grain merchant here put it, "conditions have developed this fall which afford the grain elevators the best play they have had in five years."

The improvement stands out sharply against the unfavorable conditions which operated against the port during the summer and early fall months when price factors and marketing conditions were unfavorable to storing grain here.

For about five years there has been an insufficient spread between the near-term and distant future prices of grain to permit profits on purchases of cash grain if the grain was

to be stored for any length of time. This spread has been widening during recent weeks on both corn and wheat.

Thus, a grain operator, obtaining a line of credit, may buy corn for cash, put it in an elevator, and hedge the grain by selling July futures. In this manner the operator practically has made the carrying charge.

In some circles there also is the belief that certain Canadian export interests are anxious to get wheat to Buffalo so that it can be exported through the United States to Great Britain just as soon as the tariff barrier is lifted.

Final figures for the Barge Canal show 10,166,942 bus. of grain were loaded and shipped by barges from Buffalo to the eastern seaboard during the past season.

While this total represents less than half the totals shipped in "normal" years, it nevertheless is an increase of 2,381,942 bus over a year ago.

The Barge Canal movement out of Buffalo in 1936 aggregated 19,154,000 bus. This was preceded by the years in which shipments totaled 20,000,000, 24,500,000, 24,000,000, 39,352,000 and the peak year of 1931 when 41,190,000 bus. were shipped.

Welland Canal figures show 2,795,543 bus. shipped out of Buffalo for Canadian destinations, mostly Montreal. Last year only 1,341,000 bus. were moved.

Railroads moved only 1,894,639 bus. to the seaboard from the opening of navigation, compared with 16,662,000 bus last year, preceded in 1936 by 9,223,000; 1935, 8,000,000; 1934, 3,250,000; 1933, 7,000,000; 1932, 13,185,000; 1931, 25,013,000, and 1930, 14,217,000 bus.

Duluth's Busy Season

By F. G. CARLSON

Duluth, Minn.—Few freighters are laid up here and the Canadian head-of-the-lakes this winter. Only one local boat is holding a cargo of grain, about 232,000 bushels of wheat.

Grain shipments via lake for the 1938 season reached the highest figures in a decade. From the opening of navigation last spring up to summer period shipping operations and movement was active and heavy. Following that there was a pause in eastern demand for grain causing a gradual slackening in loading of cargoes. Evidently holes in general had become filled and the trade was inclined to act more cautiously in taking on supplies. There was a fresh spurt of activity again with the movement of the new crop but this soon wore down and slowness prevailed until in the final stages of the season when grain began to move eastward in a heavy volume. Operators wanted supplies in a handy position for use during the winter months and therefore rushed east all the grain possible to get down before the close of navigation.

Total grain shipped by water for the season 105,316,154 bus. compared with 53,565,220 bus. for the year 1937. Wheat was highest on the list, 42,345,587 bus.; corn, 27,427,507 bus.; oats, barley, rye and flaxseed were in the following order. Domestic ports received 73,637,811 bus., Canadian 31,615,843 bus., and foreign port, Norway a cargo of corn, 62,500 bus.

Considerable corn is being received for storage awaiting shipment to the east by water next spring. Present stocks are 2,500,000 bus. Other grains are also coming forward in fair volume.

Final Government Report on Minor Grains

The final government report, issued Dec. 19, shows production of minor grain crops for 1938 as follows, as compared with the average production, 1927-36, shown in parentheses:

Buckwheat, 6,682,000 bus. (8,569,000); flaxseed, 8,171,000 bus. (13,751,000); rice, 52,303,000 bus. (42,452,000); grain sorghums, 100,816,000 bus. (89,331,000); hay, 90,743,000 tons (79,733,000); dry edible beans, 15,268,000 bags (12,053,000); soybeans, matured and harvested for beans, 57,665,000 bus. (18,000,000).

Congress and Business

From an address by GEO. H. DAVIS, President Chamber of Commerce of U. S. A., before the Economic Club of Chicago.

The public recently has shown its realization of the truth that business is not something to be restricted and abused, but something to be encouraged. It is recognizing that trade, both big and little business, is what has made America the outstanding nation of the world.

For nine long years we have followed the banner bearing the strange inscription, "What Hurts Business Helps Me"—but, thanks to an aroused common sense, this is now being changed back to the old-fashioned American slogan of, "WHAT HELPS BUSINESS HELPS ME."

It seems to be a race between business education and catastrophe. The results of the November election were not a shift from one party to another, but a very plain sign that people are beginning to realize that, regardless of well-meant promises and theories, there are no short cuts to prosperity, and only honest, hard work will produce enduring results. The people are becoming skeptical of statements originating in Washington regardless of who makes them. They are weary of operating under bureau regulations, and yearn for a return to our system of written law.

The American system of free enterprise like anything else with a human element, is not perfect, but, if we believe in so-called mandates, the voters in the November elections said, in no uncertain terms, that none of the experiments, either foreign or domestic, can compare with our system. They indicated that they realize that if the American system of business freedom is destroyed, there will go with it the destruction of political freedom and religious freedom as well.

A year ago, in my own business, we spent three or four months, with a large force of clerks, getting up information, answering a questionnaire which, while entirely harmless so far as we were concerned, was of such a technical nature that only practical experts could understand it. It is needless to say that, while the government depends on taxes to cover its part of the investigation, no provision is made for the luckless company which is compelled by threats to do the work. Reliable estimates indicate that new reports and questionnaires are now costing business in the neighborhood of five hundred million dollars per year.

When I tell you that many firms have had as many as five demands for reports from various departments at one time, you will realize that this is another factor that keeps industry from expanding and employing the idle.

In 1904, I bought an automobile which cost me about four thousand dollars. Thanks to the American system of free enterprise, which allows a man to go as far as his brains and willingness to work and sacrifice will carry him, today you can buy a far superior automobile for seven or eight hundred dollars.

This system not only enabled more than three-fourths of the families in the United States to own motor cars, but the same illustration applies to the radio, refrigerators, washing machines, electric lights, packaged food, and an endless number of other articles. The making and distribution of these products has given us the highest standard of living in the world. At the same time, it has increased wages, in terms of buying power, over two hundred per cent. American wages today are about twice as high as in England, about three times as high as in Germany, and at least four times as high as in Italy. We are coming to realize that scarcity, planned economy and high prices have never resulted in making great nations, or prosperous people.

It is the task of industry to provide jobs for the unemployed. I know of no business man who is not willing and eager to expand his business if given a chance, which, of course, means more jobs.

Taxes: Answers from two hundred thousand of the two million owner-managers of business show that the enormous increase in taxes is absorbing the money that was formerly used to expand their business. The reports show that, as taxes now amount to more than dividends, the money that was formerly used to start new enterprises is reduced in almost the exact amount as the increased load of taxes upon business.

The man on the street unconsciously feels that business is paying the tax. Too often he fails to realize that the business man is only the tax-collector for the government.

It is estimated that, for every dollar expended at retail for goods and services, nineteen cents of that amount is in hidden taxes, and included in the price to the consumer. This does not include federal and state income taxes, estate taxes, gift and inheritance taxes, taxes on owner-occupied homes and Social Security taxes paid by employees.

When you consider that a farmer who puts up a new fence may encounter, unknowingly, one hundred and ninety-one taxes; that there are one hundred and twenty-six separate taxes on a pair of shoes, one hundred and fifty-four on a bar of soap; one hundred and forty-eight on a pair of overalls, and one hundred and twenty-five on a cotton dress—you get a picture of what we must do when we go in for pump-priming, and why pump-priming has so little permanent effect.



Geo. H. Davis, Kansas City, Mo.

Taxes constitute a cost no business man can control. At times, he can absorb or overcome by economies some taxes, but he has to pass on all he can. He knows that high taxes mean less goods produced, and less consumed, less work and less national income. So don't blame him.

Government is necessary. Without some of its functions we could not exist. But many of its services are not of that kind. Whenever we criticize wasteful spending or extravagant costs of government, most people think of "relief." Of course, we do not want to let anyone starve, but, remember, that only one-sixth of government costs are used for relief!

When the general public comes to realize that we spend one hundred and twenty thousand dollars a minute for government, and that each of us now works two hours and fourteen minutes a day, in other words, from nine o'clock in the morning until eleven-fourteen, to pay the cost of government, something is going to be done to lighten the burden.

The clearest and most truthful statement ever uttered about this subject is that "Taxes are paid in the sweat of every man who labors." When this statement is clear to everyone, the great economic leak can be plugged, there will be more jobs, and all men can live better, and labor less!

Of course, business has made lots of mistakes in the past—only those who never made anything, never made mistakes.

Beginning in 1936 in this country, with the passage of Commodity Exchange Act, there has been a policy that, because business is composed of human beings, having the same percentage of crooks and chisellers as has politics, the professions, and possibly even our labor unions, therefore, it should be regulated to the point of destruction; in other words, "burn the ship to get rid of the rats."

Destroying a grain handling system that has taken some eighty years to perfect, and reducing the price of wheat in terms of gold to the lowest in three hundred years, did not mean much to business in general; but when banks, mortgage companies, power and light companies and others began to receive the same treatment, thinking people do not need to be told WHY we do not come out of this depression as we have heretofore.

It has now become apparent to all that this system of governmental supervision and compulsion has fallen far short of curing all of our ills—like the old story, "operation was a success, but the patient died."

We are not utilizing our available resources, either in materials or money, to the fullest extent. We are heaping up a colossal debt, which is daily becoming a more ominous threat to future progress. If this is continued, it will mean either inflation, or repudiation!

Business is based on confidence, and when even the arbitrators of a milk strike are indicted, it is not surprising that we still are not able to induce business men to launch new enterprises and expand old ones, which must be done if industry is going to fulfill its obligation to employ the idle.

It reminds me of the old "melodrama" that we used to have. After tying innocent Nellie, the beautiful cloak model, to the railroad track, her life was saved by a hair's breadth, and then tying her on the saw-mill carriage, from which she had a miraculous escape, the villain cornered the beautiful maiden and exclaimed, "Nellie, why do you fear me so?"

Business sentiment definitely indicates that Congress could relieve business of restrictions which are holding it back in the following ways: Congress could repeal the laws that make heads of bureaus rule-makers, prosecutors and judges—and not compel business men to try and discover from the morning papers the latest regulations under which they may operate their business that day.

Congress could repeal the section of the [Concluded on page 544]

E. J. Smiley Passes On

E. J. (Ed) Smiley, Topeka, Kan., dean among sec'y's of state grain dealers ass'ns, and sec'y-emeritus of the Kansas Grain, Feed & Seed Dealers Ass'n, passed away at his home in Topeka, Dec. 22, after several weeks' illness. He was 77 years old.

Mr. Smiley had devoted 40 years of a full life to the grain trade of Kansas. The story of his career is the story of the trials and tribulations of the country grain trade at the turn of the century, and chronicles four decades of grain trade ass'n work.

As a country grain dealer at Dunavant, Kan., Mr. Smiley was one of a small group of grain dealers who met at Holton, on Dec. 29, 1896, organized the Northeastern Kansas Grain Dealers Ass'n, the name of which was changed to Kansas Grain Dealers Ass'n a few months later to include country grain dealers all over the Sunflower state. Mr. Smiley was elected sec'y.

Selection of Mr. Smiley as sec'y was a fortunate circumstance. A good organizer, a fiery crusader, and a prodigious worker, Mr. Smiley was not only willing to go the limit for the things in which he believed, but he possessed a broad understanding of both his trade and the purpose of an ass'n, as was expressed in an organization announcement letter he sent to the trade, saying:

"The aim of the ass'n is the eradication of all the ills that surround the grain trade today, which it is consistently possible to remove and impossible to reach individually. . . . If by banding together and working for each others' interests we succeed in removing even one-half of the evil conditions, we think this ass'n will be a success, and that those who have given it their influence and support will be more than repaid for their trouble and expenditures." The Kansas grain trade at that time was ridden with short weights at central markets, with freight rate discriminations, and with transient shippers and scoop shovelers, all of which combined to keep margins for handling grain low, and cause loss of even these low margins in the short weights returned from some of the shipments.

Fearlessly, and vigorously, Sec'y Smiley set to work. For over a year after organization of the ass'n, Sec'y Smiley held a meeting of grain dealers somewhere in Kansas nearly every month. Convinced that organization could relieve them of some of their business troubles, grain dealers flocked to the ass'n with hope in their hearts, and the organization was well on its way to its purpose by the time the first regular annual meeting was called July 6, 1897, in Kansas City.



E. J. Smiley, Topeka, Kan., Deceased

All was not easy sailing. But the Smiley determination would not be swayed from its purpose. When com'te members of his growing organization refused to investigate short weight complaints, Smiley himself stepped in and brought the crooks to competitive bidding on a basis of fair and honest weights. His often drastic action created many enemies, but honest, fair-minded grain dealers in both the country and the central markets gave him unlimited support, and the Kansas Grain Dealers Ass'n grew until it was the largest among state ass'ns of grain dealers.

Succeeding years saw most of the purposes of the Kansas Grain Dealers Ass'n accomplished, tho sometimes at great cost and considerable personal risk. Short weights disappeared among receivers of Kansas grain, a claim department forced the railroads to pay the claims of grain dealers, rate adjustments were made, grading became dependable, and shipper-receiver relationships became beneficial to all concerned.

Among the first of the state ass'ns of grain dealers, the influence of the Kansas Grain Dealers Ass'n, and its sec'y, Ed Smiley, extended into other states, and its accomplishments formed the basis for organization of many of the state ass'ns that followed. Altho never prominent in national ass'n affairs, Sec'y Smiley and over 500 members of his ass'n were earnest supporters of the Grain Dealers National Ass'n, proving a staunch mainstay to the latter in the early years of its growth.

Wearied with the burden of his advancing years, and recognizing that the future of the grain business in Kansas rested in younger hands, Sec'y Smiley voluntarily gave up the office to which he had devoted 40 years of his life at the 39th annual meeting of the Kansas Grain Dealers Ass'n in May, 1936. Still the man with a determined purpose, friends of long standing could not deter him from making his resignation stick. In a touching scene at the closing session of that convention, the membership of the ass'n presented him with a well-earned fireside chair, and the title of Honorary Sec'y for life.

Sec'y Smiley is gone. But his influence lives on, in an organization-minded country grain trade in Kansas that knows what it wants, and rallies to the support of an honest purpose.

Washington News

Growers by vote defeated all marketing quota controls, except for cotton.

The F. S. C. C. has bought up the surplus of Michigan beans to sustain the market price. This will depress the market until the stock is sold. The question is, When will the F. S. C. C. unload?

Representative Lemke says "There is a good chance the next Congress would abandon agricultural production controls in favor of a program to guarantee farmers cost of production prices."

Government loans on wheat in farm storage mature May 31. Growers have until Dec. 31 to make applications for loans. To Dec. 10 loans on wheat on farms and in warehouses aggregated 54,635,514 bus.

Quotas set by the A.A.A. are terribly disappointing to many tobacco growers, who, in one example, raised 6,000 pounds for sale but are allowed to sell only 1,214 pounds by quota, and must pay a tax of 50 per cent on the balance, if sold.

Pres. Roosevelt wrote the American Farm Buro convention at New Orleans: "While the 1939 program is being put into operation, farm leaders should be making a diligent study to determine if additional legislation is needed to reduce price depressing surpluses, to expand domestic consumption of such commodities, and to provide a more effective farm program for 1940 and later years."

Interpretation of Wage and Hour Law

Floyd Oles, manager of the Pacific Northwest Feed Ass'n, reports that: One question already arisen has to do with a firm close to the Oregon border, which makes retail sales to farmers and others both in Oregon and Washington. We have a definite ruling to the effect that, unless 50% of its business is across the border, its employees are not covered by the act.

We have also the question of a firm manufacturing feeds or other products out of materials which themselves moved in interstate commerce. On this point Mr. Andrews himself says:

"It is our opinion that employes engaged in manufacturing or processing goods for consumption within the state of manufacture or process are not engaged 'in commerce or in the production of goods for commerce,' even tho raw materials are brought in from outside the state."

"The idea of production control is dead," said Senator Borah after rice growers, burley tobacco and flue cured tobacco growers had voted against quotas.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Jan. 16, 17.—Northwest Retail Feed Ass'n, Saulbaugh Hotel, Mankato, Minn.

Jan. 20. Farm Seed Group, Palmer House, Chicago, Ill.

Jan. 23, 24. Indiana Grain Dealers Ass'n, Columbia Club, Indianapolis, Ind.

Jan. 24, 25, 26. Farmers Grain Dealers Ass'n of Iowa, Savery Hotel, Des Moines, Ia.

Feb. 7. Kentucky Seed Dealers Ass'n, Kentucky Hotel, Louisville, Ky.

Feb. 7, 8, 9. Farmers Grain Dealer Ass'n of North Dakota, Devils Lake, N. D.

Feb. 21, 22, 23. Minnesota Farmers Elevator Ass'n, Hotel West, Minneapolis, Minn.

Feb. 22—Pacific Northwest Feed Ass'n, Seattle, Wash.

Apr. 2, 3, 4, 5. Society of Grain Elevator Superintendents of North America, Milwaukee, Wis.

May 25. Missouri Grain, Feed & Millers Ass'n, The Elms Hotel, Excelsior Springs, Mo.

June 12, 13. American Feed Mfrs. Ass'n, Saranac Inn, Saranac Lake, N. Y.

June 12, 13, 14, 15. American Seed Trade Ass'n, Fairmont Hotel, San Francisco, Cal.

June 18, 19, 20. Ohio Grain, Mill and Feed Dealers Ass'n, Commodore Perry Hotel, Toledo, O.

Oct. 2-3—Grain and Feed Dealers National Ass'n, Nicollet Hotel, Minneapolis, Minn.

The National Ass'n Will Meet Oct. 2 and 3

The dates for the annual convention of the Grain & Feed Dealers National Association in Minneapolis will be Oct. 2 and 3, 1939, according to word from President O. F. Bast. The Nicollet Hotel has been designated as convention headquarters.

This will be the forty-third annual convention of this national association. The 1938 meeting was held in Toronto, Canada, last September. It is expected that the convention will bring to Minneapolis nearly one thousand men and women from more than 20 states.

The Minneapolis Chamber of Commerce will act as host to the convention visitors, providing entertainment. The speaking program is now being arranged by officials of the national headquarters office in St. Louis, Missouri.

Saving Jim Gregory's Elevator

BY L. E. WIREN

Leaning back in his old office chair, disregarding its squeaks of protest, Jim Gregory chewed a dead cigar in contemplation. A letter from Davey at State College lay open on his desk announcing that he would get home for the holidays by Thursday, thanks to grabbing a ride with a fellow from Richmond who had to pass through Liscomb on his way home. This was a welcome break as he had been worried about having to send Davey the meager bus fare to ride home.

Things were bad in the grain business. Short crops due to droughts and grasshoppers had about made a real grain business a faint memory. Droughts had come before, but they had never been as persistent as in the last five years, and the grasshopper that Jim had always regarded as a harmless playful fellow had become a fearful engine of destruction. Many were of the opinion that Grant County was never intended to grow wheat and corn. Grazing land it was and always would be.

Happy to say the children would be home for Christmas as Jim would drive Davey and mother over to the county seat Saturday morning and pick up Vi who was at commercial school. With the family healthy and home together, that made Christmas. He had managed out of the season's business to get the second term tuition money together for the kids. They were going back to school, as it was a burning desire of Jim's that his children should get through schooling what he had to dig out the hard way. His delight in their progress was deep and genuine.

* * *

Christmas had come and gone. Davey was walking through the haze of the early winter morning down Main street on his way to the elevator. A sharp wind was blowing from the northwest, and he was kicking along some pine boughs that had blown down from the street decorations which had been so fresh and inspiring a week ago, and now were bedraggled and faded. It made little difference as all would be torn down soon.

Davey was trudging through the lightly drifted snow to the elevator as he had been helping Jim with year-end inventory, and while they worked all of the day before, they still had plenty to do. Davey had volunteered to go down early and get the office fire going so dad could get an early start in going over the books with Vi who, with her commercial training, was helping. Dad had said that he really didn't care about finding out how little he had made during the year, and was sure the overhead had taken it all, but that he might as well face the facts now and get it out of the way.

The snow was still blowing a little and Davey was observing it swirling off the edges of roofs and around corners as he walked along. Coming in sight of the elevator, as he turned off Main street, he noticed it swirling around the eaves of the elevator cupola up where it could get the full force of the wind. He had always been proud of his dad's elevator standing in its strong silent strength and quite the loftiest building in town. When approaching the town, after being away, this building always had been the first to loom into view and give him a thrill of silent pride in dad's business.

And the snow, but was it snow? A muscle tensing shock of apprehension gripped Davey. The wind had died momentarily and there was still that wispy something swirling about the eaves of the elevator, and were it

not snow, it could be but one other thing—smoke.

A moment of indecision and his first impulse was to turn and run and scream—scream "FIRE!" as only actual sight of fire can command man to scream.

The moment of terror was overcome by the flash of a mental picture of what he had seen yesterday on the inside of the elevator. Barrels—barrels—barrels of water and odd shaped buckets hung over them with the red letters of "FIRE" stenciled on them.

Pulling the office door key out of his pocket as he ran the short remaining distance, there was no longer doubt in Davey's mind as to what was to be done. After a moment of maddening fumbling at the lock, he burst into the elevator office and bounced through the other door into the driveway.

Smoke—no question about it now as it billowed down toward the work floor from the heights above. Stifling, blinding smoke. He snapped on the workfloor lights—yes they still worked—and tried to look up toward the cupola. Through a wall of smoke, the slow licking tongues of flame were just visible. No chance of going up and doing anything about it—beginning to feel a little dizzy from the smoke and coughing for breath.

The phone—he must call the Fire Department and dad. His dad would know what could be done. A frantic twist of the crank on the phone and shouting into the transmitter "FIRE! FIRE!" at the elevator. Get Jim Gregory and the Fire Department. Quick central," awoke thoroughly a sleepy operator.

Davey slammed the doors and dashed outside, coughing as he went.

After waiting for what seemed hours, the fire siren shattered the frosty air with its eerie screech. People were up—it shouldn't take long for them to get down to the fire hall—dad—where was he?—it wasn't so far home—maybe the car wouldn't start in the cold weather—it was pretty old—no fire breaking out yet, but the smoke seemed denser—what would dad do without the elevator—what in the world would start a fire anyway?—they had run 4,500 bushels of grain through the automatic scale yesterday in a weigh-up—had dad forgotten to check things over when he closed the elevator last night—Where was everybody?

Davey heard the clang of the fire bell on the truck, tearing down Main street. In watching for it, Davey didn't see his dad come running down the alley. He hadn't even tried to start the car and he'd forgotten his hat. Fire had just broken through the cupola window.

"Inside! men! we can't fight it from out here. Open those driveway doors Davey! Open both ends so the smoke will clear out so the men can work." Jim Gregory seemed master of the situation in an instant. Excited, tense but organized.

The fire breaking out of the cupola window seemed to release smoke that had poured down the leg well, and a couple of firemen with respirators were edging their way up the dim stairs with the small hose from the booster tank. The rest of the crew were busy connecting hose to the fire plug at the corner. Hurried and rather fumbling in the cold, but making those time-saving moves that only the drilled department can make.

Davey had watched them with thrilled excitement at previous fires, but with a very dry feeling in his throat now was hurrying back into the office and carrying out the

books that they had planned working on that morning.

The two men with the small line of hose carefully played the small stream on the edges of what fire seemed to be above and around them—and the other heavier line was quickly brought up to give the whole interior of the cupola a thorough drenching.

Jim had torn open the door of the front leg to find the fire was burning the leg belt. "Quick boys, that other line here—and look out, that leg belt will come down the leg any time." Then grabbing the pinch bar he tore boards off the back leg and had the firemen drench that leg as well. Sure enough, down came the leg belt only to drop burning and hissing into a bootful of water and be extinguished.

The boys now on the lower floor of the cupola seemed to have things under control, and haze around them was as much steam as it was smoke. Farther down on the bin walls, ice had formed as fast as the water had hit the cribbing.

Jim Gregory relaxed a little. The fire seemed under control, although the boys were still pouring water down the elevator legs to be sure no more fire existed in its inaccessible corners. All the cupola windows were out, but the metal roof and sides had not allowed the flames to break through any other place.

"Spare the water on the grain in those bins, boys," Jim shouted. Outside of a few embers, there seemed to have been no fire in the bins.

"Davey—call central right now and see if you can locate Harry Blake at Mill City. When you get him, call me, as I want to talk to him. He might be home between holidays." Jim had carried his insurance with The Mill Mutuals for years, but this was the first time he had ever had to make an emergency call on Harry Blake, their fieldman whom he regarded as a close friend.

Jim ran outside to look and see how things were on the outside of the building, but had to stop short as he saw mother and Vi standing in the snow nervously wringing their hands, and standing guard over the books and accounts that Davey had so frantically rushed out with. "Jim—Jim are you—are they going to save the elevator? Where is Davey? And where is your hat in this weather?"

Jim's answer brought a smile of half assurance to the face of mother. "Forget it mother, the boys have everything under control and Davey is putting through a phone call for me. How do things look out here?"

Vi broke in, "We can't see much out here, dad. All I saw was some smoke. Is Davey—" "Dad—Dad your phone call. Mr. Blake is on the line." Davey was still excited as he came running up and broke in. "Oh Davey—are you all right—you better go on home—you can't do any more here—why you're sweating—you'll catch your death of cold." Mother's interest was now centered on Davey.

* * *

Harry Blake, like Christmas had come and gone. While Harry was hardly saint-like in appearance, and did not have any of the physical attributes of the popular conception of Santa Claus, yet his coming had been a happy occasion for the Gregory family.

Harry's matter-of-fact handling of what seemed a catastrophe to the Gregorys had been very assuring especially to Jim. He easily figured the cost of all the damaged material, the contractors' figures in tearing out and replacing wall sections and elevator legs. Even provision for recompense of the Fire Department which had rendered such valiant service. Jim and Harry had previously got-

ten together on a clause for his insurance policy, which took care of just such an emergency, and furthermore, those boys knew it. They seldom had occasion to get paid other than ordinary run fees for services that the public seemed to regard as plain duty, even though that duty might cost their lives.

Harry spent but half a day with Jim. Statement of loss had been drawn up and the sworn proof of same signed by Jim, and assurance given that he would have full recompense before New Year's day, passing such really accommodating service off with the remark that his companies liked to get such things cleaned up before the first of the year.

* * *

Dinner over, Jim was leaning back in his chair enjoying a fresh cigar. Davey and Vi were preparing for an early arrival at a holiday party and mother had already started to clear away the dishes. "You know mother," mused Jim, "I didn't mention it—but I was pretty worried about that fire the other day. The elevator was saved, but I wasn't sure about having the ready money even to get the temporary repairs paid for. Blake certainly took care of things and the children can go back to school next week without any worries."

The Horse and Mule Ass'n of America, meeting at Chicago Nov. 30 elected A. B. Hancock, Paris, Ky., pres.; F. M. Holmes, New Britain, Conn., treas., Wayne Dinsmore, Chicago, being re-elected executive sec'y.

Notification of Fumigant in Car

To caution anyone entering a car loaded with grain that has been fumigated shippers in the Pacific Northwest are tacking on each car door a card 5½ by 7 inches bearing the word "WARNING" in large letters, and stating: "This car has been fumigated with * * * * * Gas fumes present. Volatile solvent. Avoid prolonged breathing of vapor."

The cards are supplied to dealers by the Pacific Northwest Grain Dealers Ass'n and its energetic secretary, Ted Brasch, Spokane, Wash.

The shipper writes in the blank space provided, the name of the fumigant used to kill the weevil.

WARNING

This car has been
FUMIGATED

WITH

Gas Fumes Present



VOLATILE SOLVENT

Avoid Prolonged Breathing
of Vapor

Keeping Down the Dust

BY P. F. MC ALLISTER

Grain elevator designers are ever confronted with the dust problem but seldom have they actually done anything to control the hazard at its point of origin.

True, dust collecting systems have been put in grain elevators but often these systems, while effective, are not elaborate enough to keep an elevator clean without a great deal of manual labor.

An occasional spill occurs in every elevator and little effort is made to prevent its recurrence. When the day's work is done or sometimes not until the next morning is this spill swept into the intake. The grain is trapped ahead of the fan and separated from the dust, but in the salvaged grain we have wheat, corn, oats, and barley that must be run through a cleaner.

It is easy enough to criticize, but the real critic should offer some constructive suggestion as to how to remedy the defects. Most dust collecting systems are inadequate in that they do not go far enough. A few places for expansion in these systems are suction at each belt loader, at the heads, at the boots, at the trippers, at the tripper discharges, or from each bin.

One common practice in terminal head houses is to aerate or cool grain by running it from a bin, a spout, or hopper serving a turnover leg, through open top spouts, and, sometimes over a screen bottom spout. The latter treatment being for the purpose of screening meal and broken grain out of otherwise good grain. Still another practice is to run grain from two or more bins, through open top spouts to a hopper for blending. All of this is economical and effective for the operator; however, it is very conducive to an excessive dust-laden atmosphere and creates a dust hazard.

As a suggested remedy for these practices, the use of cleaners and/or needle machines to take the place of screening spouts, the use of closed spouts and closed blending hoppers or the use of an outdoor or semi-enclosed baffle type of aerator, which has been on the market for many years, would give effective control of the dust.

Where this class of cleaning is a considerable part of the work to be done by an elevator I might suggest a hospital unit in connection with the elevator, said unit to be constructed of rigid framework, but with sides that would easily give way under any excessive pressure that might occur.

Let us go to the top of a Terminal house for inspection and what do we find? Starting at the top we frequently find a head ventilated through the roof, but few of the ventilators are of adequate size to carry out the dust.

The proper ventilator for this location is a balanced hinge type of louvre that will stay closed when the leg is not in operation and will open automatically when the leg is in operation, the opening to be commensurate with the air pressure built up in the leg.

The use of such a ventilator will do away with the necessity of a suction on the head.

In most cases the head feeds into the garner through a closed spout in which case very little dust is released. Whenever this is not the case, steps should be taken to keep down the dust.

Between the garner and the scale hopper there is an inevitable space that in modern elevators is sealed by means of a canvas curtain which is usually effective; however, some installations are not effective and in old elevators no curtain is provided. Every time a draft of grain is dropped from the garner into the scale hopper a cloud of dust arises.

Where garner and scales are sealed by means of a canvas curtain it is the custom of elevator designers to vent the top of the scale into the garner and then vent the top of the

garner out to the open air; thus we have the cupola down to the distributing floor reasonably free from dust.

At this floor we find a spouting system, usually a trolley or telescope spout from the scale serving any number of bins and one or more belt conveyor loaders. These spouts release clouds of dust whenever in use. It is impractical and virtually impossible to overcome the leakage of dust by means of a suction system at these points. However, this dust can be kept in with the grain by means of canvas curtains or skirts.

To my knowledge there is a device in the process of development that can be substituted for these dust producing spouts which should come on the market early in 1939.

My suggestion to the owners and operators of elevators would be to make an inspection of their elevators while they are in operation, then they can see for themselves conditions that exist. Their trip through the elevator will fog up their glasses, and perhaps necessitate sending their clothes to the cleaners.

International Control of Wheat Crop Proposed

International control of the world's production and marketing of wheat has been proposed as a means for dealing with surpluses, and will be discussed at an international wheat conference scheduled to be held in London, Jan. 10.

The problem broke into the open at a conference of wheat tradesmen, producers, and government agricultural officials at Winnipeg, Man., that opened Dec. 13, under the heading "Conference on Marketing of Agricultural Products." The United States as well as Canada was well represented. At the January 10 meeting in London, all leading exporting and importing nations will be represented.

The measure proposed is the same one attempted several years ago, when the International Wheat Advisory Com'te sought to allocate to each surplus wheat producing country a fixed quota for shipment to wheat deficit nations. The scheme broke down when some disgruntled but leading export nations refused to co-operate.

New Corn at Chicago

Chicago received 2,110 carloads and 993 truckloads of new corn during the first 23 days of December. Of the carloads, 1,732 were yellow corn, 233 were white corn, and 145 were mixed. Of the truckloads, 939 were yellow, 41 were white, and 13 mixed.

No. 2, No. 3, and No. 4 were the grades given the majority of receipts. No. 1 was the grade for 101 carloads of yellow corn, 31 carloads of white, 13 carloads of mixed, and 15 truckloads of yellow corn.

No. 2 was the grade for 378 carloads yellow corn, 104 carloads white, 52 carloads mixed, 102 truckloads yellow, 10 truckloads white, and 1 truckload of mixed corn.

No. 3 grade was applied to 603 carloads yellow, 72 carloads white, 55 carloads mixed, 420 truckloads yellow, 17 truckloads white, and 6 truckloads of mixed corn.

No. 4 was the grade applied on 482 carloads yellow, 19 carloads white, 21 carloads mixed, 343 truckloads yellow, 12 truckloads white, and 4 truckloads of mixed corn.

No. 5 grade was given 91 carloads of yellow, 4 carloads white, and 3 carloads mixed corn; also, 55 truckloads of yellow, 2 truckloads white, and 1 truckload of mixed corn.

Sample grade applied to 77 carloads of yellow, 3 carloads white, and 1 carload of mixed corn; while of the truckloads received, 4 of yellow, and 1 of mixed corn took this grade.

Grading and receipts were proportionately about the same each day thruout the period reported.

Accidents Will Happen

Clip this out, and tack it to the wall in your office or driveway. It may help prevent accidents in your elevator.

Opportunities for accidents to the unwary abound in grain elevators and in some ways the accident hazard around a country elevator is greater than the accident hazard around much more dangerous machinery. Sometimes customers, unfamiliar with elevator machinery, can be kept away from that machinery only with a watchful eye and a hickory club.

CUSTOMERS and visitors are the ones who suffer most of the accidents around a country grain elevator, according to careful analysis of a long list of accidents recorded by the Lumbermen's Mutual Casualty Co. All of the accidents are not avoidable, but the risk could be reduced by use of good equipment, built and installed to serve its purpose instead of a price god, plus adequate guards around exposed machinery.

TRUCK HOISTS are the principal offenders in the field of elevator accidents. The Lumbermen's Mutual lists 33 of them in corn and wheat belt states in the period between the fall of 1932 and the fall of 1938. Overhead lifts, with their cables, hooks, and exposed parts, are the principal offenders, but pneumatic truck lifts bear a fair share of the load of responsibility for these accidents that occur at a point where customers cannot be kept away from the machinery, and where helpful hands only increase the risk. An example with which the records abound comes from Illinois, and is dated Jan. 1, 1938. "Farmer's truck damaged when it rolled backward off hoist platform." Another in Indiana is dated Nov. 24, 1937. "Farmer's truck fell and was damaged when hoist chain broke." Still another, in Illinois, dated Oct. 21, 1937, says "Farm hand, driving team pulling load of ear corn, was thrown to ground and injured when front wagon wheels struck three inch rise of hoist platform." A report from Ohio, dated July 21, 1937, says "Cable pulled loose on hoist while dumping trailer full of wheat, dropping and damaging trailer."

Modern truck hoists are fitted with hand switches that automatically cut off the current when the operator removes his hand from the starting lever. Few elevator operators are so careless that they tie down the switch when elevating a truck or wagon. But it is easy to get interested in conversation with a customer during the comparatively few seconds while the hoist is in operation, and forget to stop the hoist at the proper point, especially when the safe place to stop it is below the point at which the automatic safety switch comes into action. Out of momentary negligence grows such accidents as was reported from Indiana on Dec. 31, 1936, which reads "Radiator damaged when farmer's truck was hoisted too high while unloading grain," and from Illinois, Sept. 5, 1935, "Farmer boy standing on footboard of wagon load of corn was pinched against ceiling timbers when hoist raised front wheels."

Failure to purchase properly designed equipment in the first place, or to keep good equipment in safe working order, are the only excuses for accidents like the one reported from North Dakota on Oct. 9, 1935, which read, "Block failed to hold wheel of wagon on dump, pulling horse back against dump and injuring horse fatally on exposed angle iron."

IT IS DIFFICULT to see what protection an elevator has against accidents such as was reported from Illinois, Aug. 14, 1935: "While wagon was on air hoist, horse slipped and fell beneath hoist and into pit, injuring the horse and damaging the harness." Maybe what is really needed in such a case is a

team of surefooted mules. There again, however, is trouble. We have seen mules crowd each other against a driveway wall to avoid stepping on the grating over the receiving pits in modern elevators, and woe unto the man if a man and two mules try to find solid footing between a driveway wall and the edge of the grating. Of course, the mules are supposed to separate and straddle the grating, but the contrary beasts will not always do it.

While truck lifts are a major cause of accidents around country elevators, they are closely approached as a hazard by other points frequently contacted by customers, especially the driveways, their approaches, and their receiving pits. We need look back no farther than Jan. 16, 1934, to find a list of 16 of these. A report from Indiana on that date tells of a farmer getting his hand jammed between a trailer and a tank in the grain elevator while waiting for his feed to be ground.

In this classification also comes runaways by frightened teams that had been trusted to stand still, breaking thru of weak floors under modern heavily loaded trucks, and a long list of broken and crushed toes on customers that could not keep their feet out of the way of trap doors that are still used to cover some receiving sinks, especially in the ear corn receiving elevators. In this class are some accidents against which insurance is the only guard, such as the one reported from Indiana on July 31, 1935: "A farmer fell when he leaned over to urge his team up the incline of an elevator approach. He was run over by his own wagon and dragged thru the driveway."

OLD SCALES are a frequent contributor. Mostly these accidents come from failure to install scales strong enough to bear the heavy loads of all comers. Modern scales are built to stand the severe strains of big overloads. But there is a breaking point. A fellow can hardly expect to weigh a 10-ton truck on a 5-ton wagon scale, even if he weighs one end at a time and adds up the difference into a loss for himself.

THE NUMBER of accidents breaks off sharply as the list moves back into the inside of an elevator, where usually employees only are found. Manlifts are a chief offender, but account for only four accidents in the Lumbermen's records between May 29, 1933, and the present. Breaking of cables, and failure of safety dogs to operate sometimes makes permanent cripples out of able-bodied men, and if the manlift drops far enough the result may be a corpse instead of a cripple. While accidents on manlifts are not frequent, they happen often enough to warn every elevator operator to keep his manlift

in good working condition, with a strong cable, and well-oiled safety dogs.

FEED MILLS are no longer famous as a cause of accidents. But every once in a while we still hear of one exploding. Minnesota reported accidents like this on Sept. 5, 1935, and June 22, 1934, the first burning a farmer boy about the face and hands, and the second severely burning three farmers. Magnetic separators ahead of the feed grinders are a great help in reducing this hazard, as well as the risk of a lawsuit from including tramp iron in the diet intended for a cow.

Most elevator managers try to keep children out of the elevator. Only one such accident is recorded in current lists of the Lumbermen's Mutual, the case of a 13 year old neighbor boy who got a finger broken in a pulley while voluntarily helping move sacks of grain from a truck to the second story of a warehouse.

COAL bins are a minor cause of accidents. Most customers look out when they are shoveling coal into their vehicles, but once in a while one will drop a lump of coal on his foot, or be struck by a lump cascading down from the top of a pile. Such accidents, of course, an elevator operator takes in his stride.

SOME ACCIDENTS in the miscellaneous list cannot be foreseen. In this classification comes the case of a pedestrian who stubbed his toe on a raised portion of sidewalk before a grain elevator office in Kansas, fell and broke his leg; also the case of a customer who stepped on the upturned tines of a corn rake in an Illinois elevator, and was struck in the face by the handle as the rake came to an upright position. Against such accidents the only protection is a watchful eye, and dependable accident insurance.

From Abroad

The Argentine Grain Regulating Board has appointed Dr. Ovidio V. Schioppeto general secretary and Sr. Emilio G. Rosler managing secretary.

French semolina millers are permitted to import 35,000 metric tons of hard wheat up to Feb. 1, 1939, by a decision of the Central Council of the National Interprofessional Wheat Office.

Australia 1938-39 wheat crop estimates of various states aggregate 135,600,000 bus.; Commonwealth Bureau of Statistics is of opinion that production may reach 145,000,000 bushels. A year ago the crop was 188,018,000 bus.

Germany's 1938 grain harvest is declared officially to be the largest known. German wheat and rye stocks Oct. 31 were reported as: Wheat, 194,400,000 bus., compared with 141,300,000 a year ago; rye, 292,800,000 bus., against 203,200,000.

The 1938 Manchurian soybean crop is now expected to be no larger than last year's production, according to the Foreign Agricultural Service. Manchurian estimates are conflicting as to the size of the 1937 harvest; the latest revised figure is 155,754,000 bus.

The Argentine ministry of agriculture on Dec. 16 estimated the wheat crop at 315,706,000 bus., the largest in 10 years, and 184,614,000 bus. more than last year's crop. Evidently the Argentine can be depended upon to increase its acreage every time U. S. farmers reduce.

London, Eng.—British grain trade ass'ns have protested methods employed by the British government to purchase 200,000 tons of wheat from the Rumanian government. The wheat is being brought to England by British, Greek and Yugoslavian ships. Two of the ships have been seized by General Franco of Spain, which is complicating delivery, and giving the British government cause for more worry over its deal.



—National Safety Council

Administration of Commodity Exchanges

Henry A. Wallace, sec'y of agriculture, in his annual report issued Dec. 16, states that: The general farm program, including crop loans, crop insurance, and parity price-adjustment payments, is of such magnitude and importance as to overshadow the activities of the Department that relate to markets and marketing. This was inevitable. We must not lose sight, however, of the necessity for keeping trade channels open and seeing that the machinery of distribution is functioning smoothly and efficiently.

There is apprehension in the grain and cotton trades that the no-recourse feature of the crop loans may result in a minimum-price program and become the indirect means for outright price fixing. Excessively large supplies and severe price declines, in the case of some commodities, have caused crop loans to operate as minimum-price guaranties. While this has been of great temporary benefit to producers, it would be unfortunate and would defeat the purpose of the crop-loan idea if price fixing were to become the major objective.

Price fixing cannot solve problems that are rooted in an unbalanced adjustment between production and effective demand, and cannot succeed as a permanent policy. The use of commodity loans to avoid dumping or temporarily glutted markets has a stabilizing effect on prices. But the impoundment and storage over long periods of unusually excessive supplies of which there is more than a temporary surplus tends to emphasize their weight on the general price level and when carried beyond a certain point may contradict the principle of the ever-normal granary. When surpluses accumulate it is important to emphasize movement and marketing. This is accomplished best when the agencies of distribution are well established and, through world-wide contacts, are competitively alert to discover every possible source of demand.

To gain and hold our proper share of the world's trade in agricultural products we must preserve the initiative as well as the facilities of an efficient and extensive marketing system. The commodity exchanges are the nerve centers, so to speak, of the present system. They must be kept free of artificial and manipulative influences. Speculation must be kept within bounds, and questionable trade practices must be eliminated. The Commodity Exchange Administration has made substantial progress in aid of these purposes. Future trading in grains, cotton, butter, eggs, millfeeds, potatoes, and wool tops is now under its supervision.

Changed Attitude of the Exchanges.—Farmers have criticized the commodity exchanges for many years. Some of this criticism the exchanges have brought on themselves by an apparent disregard of the public interest, and a blind determination to avoid examination by public agencies. The more important commodities dealt in on organized exchanges have been brought under the Commodity Exchange Act, and future trading in these commodities is now under scrutiny by the Federal Government. As a result there is a marked tendency, even among the former critics of the exchanges, to reexamine them and their methods, to reexamine trading in futures, and to reach a new estimate of the value of the entire system. Officials and members of the exchanges have changed their attitude materially with regard to Federal regulation. They have cooperated in the elimi-

nation of abuses and in study projects to improve the futures markets.

Three suits involving the constitutionality of the 1936 amendments to the Commodity Exchange Act were decided by the United States Supreme Court in favor of the Government. The act therefore appears to be established on sound constitutional ground. The basic law, formerly known by the short title, Grain Futures Act, had been broadly upheld in earlier suits.

The year 1937-38 saw sharp declines in the prices of major farm commodities. Wheat futures prices dropped nearly 50 per cent in a fairly continuous decline throughout the year. Corn-futures prices descended even more. Drastic price declines occurred also in cotton and other commodities. In past years when such severe declines have occurred in the futures markets they often have been associated with or have followed periods of increased and even excessive speculative activity. This was not the case in 1937-38. The volume of trading in futures suffered a severe reduction in almost all cases. There was no evidence that short selling by speculators was a factor in the decline.

Western New York Dealers Meet

On Dec. 13 the New York State Wheat Association, in co-operation with the state extension service and grain trade organizations, sponsored a wheat grading school at Rochester, N. Y.

There were 60 country millers and grain dealers in attendance including some from Grand Island, which is not in Nebraska as our midwest readers may think, but in this case is an island in the Niagara river between Buffalo and Niagara Falls.

A discussion and demonstration of how wheat is sampled, inspected and graded at a terminal market took place. The meeting was opened by J. W. Ward of Avon, N. Y., president of the wheat association. Others taking part in the program included Dr. Frank Bissell of Cornell University, Chief Inspector P. D. Connors of the Buffalo Corn Exchange, A. L. Nelson of the Chicago board of grain supervisors, John Dwyer, grain supervisor of Buffalo, and W. B. Combs of the Federal Extension Service.

Following the grading demonstration the dealers devoted the afternoon to the actual analysis of wheat samples. The grain dealers had been invited to bring in samples for discussion and each man was given the opportunity to work on his own samples. The important grading factors for the samples brought to the meeting were test weight and damaged kernels.

In spite of an unusually wet harvest most of the samples were dry and of excellent quality, showing that the dealers, had been able to handle a difficult situation in storing and caring for the grain.

Wheat and Flour Export Sales

Sales of wheat and flour for export from the United States totaled approximately 71,400,000 bus. from July 1, 1938 to Dec. 10, 1938, the Marketing Agreements Division of the Department of Agriculture announced Dec. 14.

All of this wheat and flour has not yet been exported. Between July 1 and Dec. 10, exports of flour and wheat totaled approximately 42,000,000 bus.

Of the total sales of 71,400,000 bus for export, the sale of 47,100,000 bus. has been assisted by the federal export subsidy program. Sales of wheat represent about 88 per cent of the 71,400,000 total, and sales of flour about 12 per cent.

In the wheat exporting program the Federal Surplus Commodities Corporation purchases wheat from regular grain dealers and producers on domestic markets and sells it to exporters at prices which will enable United States wheat to maintain its relative position in world markets. All other major wheat exporting nations are subsidizing exports.

The difference between the price at which the Corporation buys and that at which it sells to exporters has been increasing, largely because the domestic price has remained relatively constant while the world price has been declining. Corporation officials estimate that the differential on the recently announced sale of wheat to millers in the United Kingdom, totaling about 25,000,000 bus, will be slightly above twenty cents a bushel.

Uniopolis Gets New Elevator

A new 10,000 bushel cribbed and steel clad elevator has just been completed by the Waynesfield Grain Co. on the right-of-way of the Detroit, Toledo & Ironton Railway at Uniopolis, O., a few miles south of Lima.

Meeting the needs of the Uniopolis territory, this elevator is designed to handle a general farm service and supply business as well as ship grain. The elevator has six bins in which to accumulate quantities of wheat, corn, oats, and soybeans sufficient for shipment, but it also has a feed grinding and mixing unit, shelling and grain cleaning departments, and a large warehouse in which is stocked fencing, posts, seeds, and other farm supplies. The elevating legs and turnheads are designed to fit into this general farm business program.

Weighing of truckloads of grain and other commodities handled at this elevator is done over a 15 ton Fairbanks truck scale. In the elevator driveway is a Sidney overhead truck lift for dumping loads into the receiving pit. A Sidney chain drag feeder carries ear corn into the mouth of a large Sidney corn sheller in the basement of the elevator, but by-passes small grains directly into the boot of the elevating leg.

Passage from the elevator workfloor to the bin floor is made quick and convenient with a Sidney manlift in the leg well. In the elevator cupola is a Sidney combination grain cleaner, and a Richardson 4 bushel automatic scale.

In the concrete basement under the elevator's feed room is a 50 h.p. hammer mill. In the feed room is a Sidney one-ton vertical feed mixer, and an Eureka corn cutter and grader. In this department, too, is a Sidney standard seed cleaner.

All of the machinery in the Uniopolis elevator is operated by individual motors of the enclosed, ventilated type, with dust tight starters. Controls are centralized for most convenient operation.

The elevator was designed and built by the Sidney Grain Machinery Co. with an eye to the general trend toward expanded farm service of the grain business in west central Ohio.



New 10,000 Bushel Elevator of Waynesfield Grain Co. at Uniopolis, O.

Quality of 1938 Wheat Crop Varies

The quality of the 1938 hard winter wheat crop east of the Rocky Mountains was materially lower than the 1937 crop in the same areas, and was similarly lower than the average quality during the 4-year period, 1934-1937, according to a summarized report by the Bureau of Agricultural Economics, based on inspected receipts at representative markets from July, thru October. Of the inspected receipts, 38 per cent graded No. 2 or better, with 29 per cent grading lower than No. 3. This compares with 64% and 21%, respectively in 1937, and 65% and 18%, respectively, for the four-year period.

The 1938 crop was of low average test-weight-per-bushel, due principally to stem rust and a deficiency of moisture in the Great Plains. Protein content held its own, averaging 12.95% at Kansas City, compared with 12.91% a year ago, but shrunken kernels were prevalent in wheat from the western part of the hard red winter wheat area.

Montana, Idaho, Washington, and Oregon produced hard red winter wheat of good quality, 96% of it grading No. 2 or better, compared with 95% a year ago, and the test weight per bushel averaging 61.7 pounds compared with 60.7 pounds a year ago.

HARD RED SPRING wheat quality was superior this year compared with 1937 and the 4-year average, tho its protein content remained about the same. About 50% of the crop was of the rust-resistant Thatcher variety. Rust and drought caused shrunken wheat in the western parts of North and South Dakota, and brought the average test-weight-per-bushel below a long time average, but the quality was well above the average for the 1935, 1936 and 1937 crops.

Of the inspected receipts, 49% graded No. 2 or better, with 24% grading lower than No. 3, compared with 25% and 52%, respectively, for 1937, and 33% and 49%, respectively, for the 4-year average. Protein content at Minneapolis averaged 14.1%, compared with 14.2% last year.

In Montana, Idaho, Washington and Oregon, hard red spring wheat compares favorably with the 1937 crop, 78% of the receipts grading No. 2 or better, compared with 87% in 1937; and the test weight per bushel averaged 58.6 pounds compared with 59.1 pounds last year. No. 1 heavy was the grade for 21% of the receipts, compared with 27% in 1937.

DURUM WHEAT quality is markedly superior to the 1937 crop. Texture is good, test weight per bushel is high, and the crop is generally free from ergot and smut, 89% of the inspected receipts grading No. 2 or better, and only 2% grading lower than No. 3. This

compares with 74% and 11%, respectively, in 1937, and 53% and 30%, respectively, for the 4-year average.

SOFT RED winter wheat quality east of the Rocky Mountains was well above that of the 1937 crop, which was of unusually low average test weight because of widespread damage from rust. High moisture content caused 21% of the 1938 inspected receipts to grade "tough," compared with 17% in 1937, and 18% for the 4-year average. Of the inspected receipts, 24% graded "garlicky" or "light garlicky" this year compared with 29% a year ago, and 27% for the 4-year average; 53% graded No. 2 or better, and 22% graded lower than No. 3. The latter compared with 17% and 51%, respectively, in 1937, and 50% and 24% respectively, for the 4-year average.

In the Pacific Northwest soft red winter wheat (Western Red) was of high quality, 100% grading No. 2 or better, and averaging 60.9 pounds per bushel, compared with 61.1 pounds last year. Smut is on the decline, this factor causing dockage on only 19% of the receipts, compared with 28% last year and 39% in 1936.

Protest Trade Agreement Destroying Export Flour Market

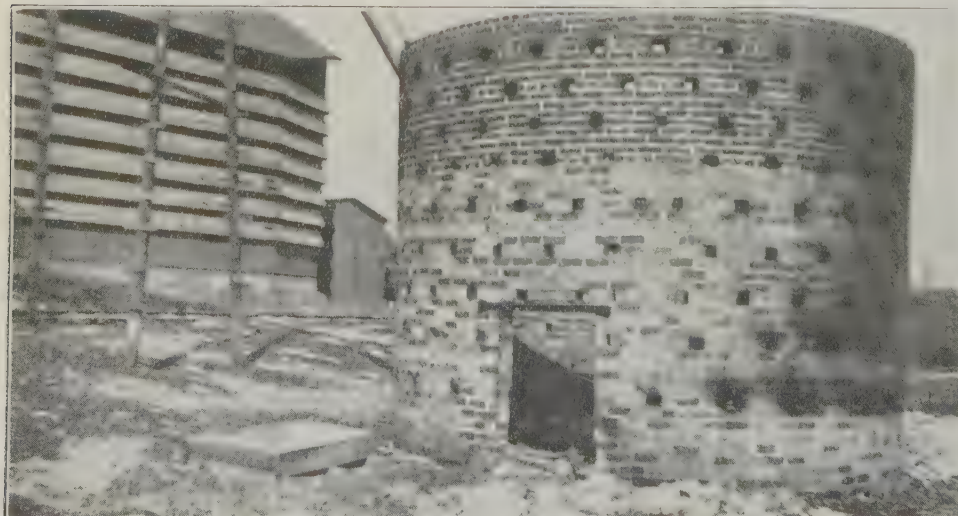
The Millers' National Federation on Dec. 3 protested to the Department of Agriculture and the Department of State the withdrawal of the subsidy on shipments of flour to the United Kingdom and Ireland. The messages of protest said "the Department has no right to trade off our export flour markets in this manner" as it is "a serious blow to the United States millers." The Federation requested the immediate reestablishment of the indemnity rates on flour.

Cob Burner Saves \$1,000 a Year

By GEO. MCCORMACK

Baltic Mills of Vincennes, Ind., has adopted a method of disposing of cobs which effects a saving of approximately \$1,000 a year. The elevator operates a mill on a 24-hour basis and found the disposal of cobs a real problem.

"Last year we spent about \$1,000 for hauling cobs away," O. T. Stout, proprietor, said: "Last summer we decided to build a cob burner and burn cobs and husks as discharged by our cleaner. The burner was constructed of heavy fire brick, with an inner deflector wall. The burner is about 20 feet in diameter and 25 feet high. We started burning cobs in June and, after six months, there was scarcely a truck-load of ashes in the burner. Gardeners keep the burner emptied of ashes which they use for fertilizing soil."



Cob Burner at Vincennes, Ind., Saves \$1,000 Cartage Costs

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

A is for Loss of Weight in Transit Claims.
B—Loss in Market Value Due to Delay in Transit.

C—Loss in Quality Due to Delay in Transit.
D—Loss in Market Value Due to Delay in Furnishing Cars.

E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00. Weight 3 lbs.

411-E contains 100 sets all Form E. Price, \$2.00.

411-6 contains 60 sets Form A, 19 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Grain & Feed Journals

CONSOLIDATED

332 South La Salle St. Chicago, Ill.

Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

Tripling book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

Grain & Feed Journals

Consolidated

332 So. La Salle St. Chicago, Ill.

Hybrid Corn Drying Plant

The most up-to-date and efficient hybrid seed corn drying plant in use today is said to be the one recently completed by the Bruns Seed Co., of Davenport, Ia., on its model "Just-a-Mere" farm located seven miles east of DeWitt, Ia., on highway No. 30.

This seed drier, of unique design, is one of the largest, having a seasonal capacity of 80,000 bus., and is the product of the Bruns Company's 25 years' experience in seed corn growing and marketing.

On a concrete slab 148 by 68 ft. stands a T-shaped building containing storage bins, sorting tables, elevators and conveyors. The long part of the "T" is flanked with 14 large steel drying bins, six on one side and eight on the other. The cross-member of the "T" houses the platform where the trucks dump the loads of corn, also the sheller, and the machinery which is used to run the elevators and conveyors.

Corn dumped by trucks is elevated by three legs to overhead sorting bins, from which self-feeding type conveyors deliver to sorting tables kept always full, where inferior corn is sorted out and discarded, the operators having abundant natural light from numerous windows. Only the sound corn is left on the moving belts delivering to the proper drying bins.

After drying, conveyors carry the ears out of the bins to the sheller. After shelling the corn is placed temporarily in bins prior to being taken to Davenport for final grading and bagging.

The individual drying bins are of special steel construction. They are cylindrical bins constructed as near air-tight as possible. This is very essential because of the amount of pressure put to them. They are 14½ feet in diameter and 23 feet high. All 14 of these bins are connected at both top and bottom to the air ducts in the building proper. The hot air is forced either up or down thru the bins at about 10,000,000 B. T. U.'s per hour under full capacity. The heat travels thru the corn at about 50 to 60 thousand cubic feet per minute.

The heat for drying the corn is supplied by two large portable heating units. Each unit has a power plant, a specially designed blower and large capacity furnace. The units are mounted on an army truck chassis capable of carrying the extreme weight of the big power and heating plant. By opening or closing large swinging doors in the air ducts of the building, these units force the heated air either up or down thru the corn in the bins. Every 12 hours, direction of the heated air is reversed to permit uniform drying.

The heating units are operated with fuel oil stored in large underground tanks having a capacity of 5,000 gallons. The oil is delivered to the farm in semi-trailers 4,000 gallons at a time. Under normal summer temperatures, one unit will easily handle all 14 bins, but as the outside temperatures drop, both units are brought into use.

A cattle feeding program on a large scale is planned by the company, which is building a feeding floor for 500 or more head of cattle, near two large silos a short distance from the drier building. These silos now are full

of alfalfa ensilage. A feed grinding house is being built as an adjunct to the feeding of cattle.

Because of its unique design the plant is attracting visitors from many states.

A. R. Bruns of the Bruns Brothers drew the plans and supervised the construction by the Tunnick Construction Co.

The Bruns Seed Co. is owned and operated by the Davenport Seed Co.

Market for Wheat Exporters Declining

"European countries have in the past accounted for approximately 80% of world import requirements for wheat," declared L. A. Wheeler, chief of the Foreign Agricultural Service, U. S. Department of Agriculture, at a conference on marketing of agricultural products, held in Winnipeg, Canada, Dec. 13. "The basic reason for this situation is found in the fact that Western Europe has relatively greater resources for industry than for agriculture. The industrialization of Western Europe and the development of steam transportation enabled that area to tap the lower cost wheat growing regions overseas.

The Orient, mainly China, Japan and the Philippine Islands, constitutes the only other important wheat deficit area outside of Europe. In the 1920's it accounted for about 7 per cent of world import requirements, with China much the most important wheat importer in that area. Now Japan, by expanding production to the level of its requirements, has practically disappeared as an importer of wheat.

"There is no evidence of a significant shift from rice to wheat in the Chinese diet. Wheat production is more likely to be expanded than contracted. This leaves only Europe to consider as a market for the world's surplus wheat.

"The 22 deficit wheat countries of Europe imported, during the 1920's, an average of 610,000,000 bushels of wheat annually. In recent years they have been importing around 400,000,000 bushels, a reduction of over 200,000,000 bushels or about one-third. Surplus wheat producing countries of Europe used to supply hungry neighbors with 30,000,000 bushels annually, but in recent years, exclusive of Russia, they have been supplying 40,000,000 bushels.

"Net requirements for wheat by wheat deficit countries in Europe now total only about 360,000,000 bushels, against 580,000,000 bushels in the 1920's.

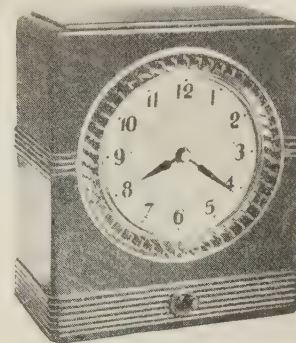
"Meanwhile production in surplus producing countries has made something over 900,000,000 bushels of export wheat available annually, compared with an average of 750,000,000 bushels in the 1920's.

"My conclusion is that exporting countries cannot count upon a return to the level of the 1920's in the European or in the world import requirements for wheat."

Argentina third official estimate of 1938-39 area sown to grain reported as follows, with 1937-38 comparisons in parentheses: Wheat 20,868,000 acres (19,219,000); rye 2,254,000 (2,185,000); barley 2,053,000 (1,942,000); oats 3,361,000 (3,254,000); flaxseed 6,607,000 acres (7,023,000).—Buenos Aires office, Bureau of Agricultural Economics.

Clock Operated Switch Controls Radio

A new product that fills a long-felt want and has met with quick approval of country elevator operators is an electric clock that automatically turns radios on and off. Grain dealers who do not care to have their radios going all the time, but fear they will miss the market broadcasts if they do not, are relieved of clock watching by the new device.



Electric Clock Turns Radio On and Off

This new GE product, known as Radio Traveler (Model 8B-52), is an ingenious time-switch clock, with pins at 15 minute intervals around its 12-hour dial. It plugs in between the electric current and the radio.

The pins control the operating time of the radio. If the 9 o'clock pin, for instance, is pulled out, the clock automatically turns on the radio 30 seconds before 9 o'clock (to allow the radio to warm up), and shuts it off again 15 minutes later. If the 9:15 pin is also pulled, the radio will continue to operate until 9:30. Any number of the 48 pins may be pulled, in any desired order, to switch the radio on and off for any desired periods within 12 hours. The clock also has a manually operated switch, whereby its automatic switches can be cut out of the circuit, and the radio can be operated manually in the customary manner.

TOM E. HAMMAN, Arcola, Ill., grain dealer and operator of country elevators, was the first to discover this handy device for making sure his radio would be turned on for the market broadcasts. It was he who suggested grain dealers as a market for this clock to Salesman Means, who travels about among the country elevators.

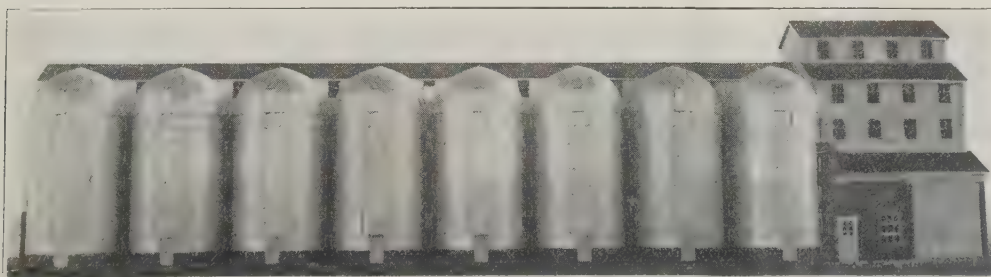
Salesman Means used to be a musician in New York. When the overcrowded music-making business went cold, he went to Paxton, Ill., to join his brother in selling office supplies.

Meeting with little success, Salesman Means poured his troubles into the ear of Mr. Hamman, who told him about the clock. "You don't need to sell it," he said. "Just leave it with a grain dealer for a few days, and when you return to pick it up, he won't be willing to part with it." His prediction has come true.

Wheat Insurance Premiums Stored

The Federal Crop Insurance Corp. has contracted space in 57 bonded warehouses to be used for storing its reserve of winter wheat, announces Leroy K. Smith, acting manager. The warehouses are located in 10 states, and have a total capacity for 44,000,000 bushels, but only 8,000,000 bus. of this space has been contracted. Additional contracts will be negotiated in spring wheat districts.

As of Dec. 1, the corporation had accumulated 3,069,451 bus. of wheat, which had been paid in as premiums for wheat insurance. This reserve can be reduced only by being paid out in meeting losses of insured growers. Mr. Smith says the storage space contracted is "reasonably" near the producing areas where the wheat will have to be paid out.



Novel Seed Corn Drying Plant of Bruns Seed Co., near DeWitt, Ia.

Congress and Business

[Continued from page 536]

Commodity Exchange Act which allows a bureau in Washington to restrict the amount of grain a trader may buy for future delivery, and thereby enable the farmer to get a fair price for his grain.

Congress could stop wasteful spending, which absorbs the money that formerly went into new enterprises and expansion of old, thereby enabling industry to absorb the unemployed. It is hard for a business man to understand why the cost of government, twenty-five years ago, was about five per cent, and now it takes almost thirty-five per cent of the earnings of business. Remember, only one sixth of the cost of government goes to relief.

As most business men recognize the soundness of collective bargaining, Congress could inspire confidence in the minds of business men by amending the National Labor Relations Act, so that it would be fair to both the employer and the employee, and by prohibiting coercion from any source.

Congress could amend the Social Security Act so that, after a reasonable reserve, it would be on a pay-as-you-go basis. We are confronted by the paradox that those who were loudest in their denunciation of all things deflationary, placed in the Social Security Act a provision of a directly deflationary nature, in requiring payment of hundreds of millions of dollars in taxes, by employers and employees, long before they would be needed to pay benefits under the old-age plan. A reserve fund exceeding forty billions of dollars ultimately, is certainly a menace to any government controlled by politics. Investing this surplus in government obligations, and using the money for current expenses, does not add to the security for the aged.

As the government, for many years, has dictated the management of railroads, it has a peculiar responsibility for their condition. Therefore, Congress could enact legislation which would relieve the serious plight of the railroads, a twenty-six billion dollar industry, whose distress hangs like a dark cloud over the entire business structure of the nation. Recommendations for Congressional enactment, from a recent transportation conference, which was representative, independent and self-governing, were as follows: "Railroads be accorded greater latitude to effect voluntary consolidations along natural lines. A simplified method of financial reorganization. That the government cease competing with privately-owned transportation by disposing of federally-financed barge lines to private parties," all of these recommendations being subject to approval of the Interstate Commerce Commission. "That carriers, as well as all business, be relieved of the undistributed profits tax. That, since the government has embarked in a large way in grain and other business, land grants statutes, giving the government sharply reduced rates, should be repealed."

After nine years, commissions, surveys and investigations continue to take our industrial mechanism apart and study minutely each wheel, bar and lever, then solemnly indict this and that part for failure to provide jobs, security, production. Little or no thought is given as to what makes it tick the intangible main-spring, incentive spirit.

Red herrings thus are dragged across the trail. National Planning, not private enterprise, has been in the driver's seat for nearly nine years.

Politics has distributed the nation's savings, not individual enterprise. Politics has allotted the stored-up capital. Politics has also used twenty billions of the credit stored up in pre-national planning days. When learned gentlemen of the government plaintively deplore the lack of capital investment, they should "investigate" the new capital controls and operation, as represented in twenty-four federal lending agencies.

As industry now has all of the "privacy of a gold fish," the so-called monopoly committee could perform a real service by recommending to Congress that all government enterprise in the field of private business should submit to the same rules and regulations, regarding publicity of their operations and balance sheets.

No one, least of all a farmer like myself, would deny that the farmer should have the tariff made effective on that part of his product consumed domestically, but, "planning" for agriculture, which started under the Hoover Administration in 1929, and to date has cost over two billion dollars, should be revised, in view of the condition agriculture finds itself in after nine years of intensive, extensive planning. This planning, as I have said, finds wheat at the lowest price, in terms of gold, in three hundred years, a world market disrupted, government granaries bulging.

Likewise, "planning" in labor relations has left such relations, once the envy of foreign competitors, torn and hate-engendered, a class-consciousness hitherto unknown here, and production which came through the joy of breaking records is left faltering and uncertain. The planners are still talking about child-labor, which has been practically non-existent as far as industry is concerned, for many years.

In short, the sort of "planning" now being demonstrated in the free markets of grain and securities, in housing construction, in producing kilowatts, and in regulating coal, should bear the burden of proof. The new experiments, not the old-time American way, are on the defensive. They should be in the witness-box, in the defendant's place, instead of the Fords and Knudsens, the Swopes and Giffords, and all the managers of business undertakings from banking to soap makers, who ought to be free to give full play to their directing genius.

The alternative of government control is not unbridled license. The problems facing us are very real, and can not be evaded. They can not be sold by arbitrary political action. Brotherly love can not be brought about by threats. Labor and management, working together with singleness of purpose, can do more to compose their differences and promote their mutual interests than all the laws that Congress may enact. Whatever stands in the way of such a meeting of minds, should be, at least, reappraised and reconsidered in the light of the nation's most pressing requirement, business activity. In no other way can the needs of one hundred and thirty million

people be adequately met. In no other way can an opportunity be given to every man who wants to work.

Grain Futures Trading
Down 25%

Trading in all grain futures on all contract markets during the year ended June 30, 1938, declined 25 per cent from the total for the previous year, according to the annual report of the Commodity Exchange Administration.

The total for 1938 was 12,386,000,000 bus. for wheat, corn, oats, rye, barley and flaxseed. Trading in cotton futures, published for the first time, declined 27 per cent. The total for 1938, including a certain type of trade known as "passouts," was 47,729,000 bales.

The estimated value of futures trading in the 14 commodities under the jurisdiction of the Commodity Exchange Administration during the year was \$13,000,000,000, a decline of 48 per cent from the \$25,000,000,000 total for 1937. This marked reduction was caused by decline in prices as well as decline in the actual volume of futures transactions.

Large speculative accounts (those over 200,000 bushels of grain or 5,000 bales of cotton) were only a comparatively small part of total open contracts. For wheat, they averaged 5.9 per cent of all long positions and 4.9 per cent of all short positions. For corn the percentages were 13.9 and 5.9. For cotton they were considerably smaller, 1.2 per cent long and 0.1 per cent short.

In describing the regulatory activities of the Commodity Exchange Administration the report stated that the books and records of 650 brokerage houses had been examined during the year to assure that these houses were properly segregating customers' funds as required by law.

A new and important development described is the requirement that every futures commission merchant must submit a financial statement with application for registration. Inasmuch as commission merchants are required to register once each year the Commodity Exchange Administration should be aware of the financial condition of all applicants.

Vienna, Austria—Nazi authorities are reported to plan construction of grain elevators to hold 2,000,000 tons. Large quantities of grain arriving from Hungary and Rumania are being stored in empty factories and other buildings not designed for bulk grain storage.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

	Option		Dec.		Dec.		Dec.		Dec.		Dec.		Dec.		Dec.	
	High	Low	14	15	16	17	19	20	21	22	23	24	27	28	29	30
Wheat																
Chicago	80 1/2	82 3/4	67 1/4	66 3/4	66 3/4	66 3/4	66 3/4	66 3/4	66 3/4	66 3/4	67 1/4	67 1/4	68	68 1/4	68 1/4	68 1/4
Winnipeg	79 1/2	59 3/4	63 1/4	61 3/4	61 3/4	61 3/4	61 3/4	61 3/4	61 3/4	61 3/4	61 3/4	62 3/4	62 3/4	62 3/4	62 3/4	62 3/4
Liverpool*	...	...	60 3/4	61	60 3/4	59 3/4	61 3/4	61 3/4	61 3/4	61 3/4	61 3/4	62 3/4	62 3/4	62 3/4	62 3/4	62 3/4
Kansas City	69	58 3/4	63 1/4	62 3/4	62 1/4	62 1/4	62 1/4	61 3/4	61 3/4	61 3/4	61 3/4	62 3/4	62 3/4	62 3/4	62 3/4	62 3/4
Minneapolis	75 1/2	64 3/4	70	69 1/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	70 3/4	70 3/4	70 3/4	70 3/4	70 3/4
Duluth, durum	66 3/4	55 1/2	59 3/4	59 3/4	59 3/4	59 3/4	59 3/4	59 3/4	59 3/4	59 3/4	59 3/4	60 1/4	60 1/4	60 1/4	60 1/4	60 1/4
Milwaukee	79 1/4	63 3/4	67	66 3/4	66 1/4	66 1/4	66 3/4	66 3/4	66 3/4	66 3/4	66 3/4	67 3/4	67 3/4	67 3/4	67 3/4	67 3/4
Corn																
Chicago	60 1/4	47 1/4	52 1/2	52 1/4	51 3/4	51 3/4	52 1/4	52 1/4	52 1/4	51 3/4	52 3/4	52 3/4	52 3/4	52 3/4	52 3/4	52 3/4
Kansas City	51 1/2	44	50	49 1/2	49 3/4	49 3/4	49 3/4	49 3/4	49 3/4	49 3/4	49 3/4	49 3/4	49 3/4	49 3/4	49 3/4	49 3/4
Milwaukee	58 3/4	47 1/2	52 1/2	52 1/4	51 3/4	51 3/4	52 1/4	52 1/4	52 1/4	52 1/4	52 1/4	52 1/4	52 1/4	52 1/4	52 1/4	52 1/4
Oats																
Chicago	29 1/2	24 3/4	28 3/4	28 3/4	28 3/4	28 3/4	28 1/2	28 1/2	28 1/2	28 1/2	28 3/4	28 3/4	29 1/4	29 1/4	29 1/4	29 1/4
Winnipeg	33 1/4	27 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4	29 1/4
Minneapolis	26 1/2	22 3/4	25 3/4	25 3/4	25 3/4	25 3/4	25 1/2	25 1/2	25 1/2	25 1/2	25 3/4	25 3/4	26 1/4	26 1/4	26 1/4	26 1/4
Milwaukee	29 1/2	25	28 3/4	28 3/4	28 3/4	28 3/4	28 1/2	28 1/2	28 1/2	28 1/2	28 3/4	28 3/4	29 1/4	29 1/4	29 1/4	29 1/4
Rye																
Chicago	53 3/4	41 3/4	45 1/2	45	45	44 3/4	45	44 3/4	44 3/4	44 3/4	44 3/4	45 1/4	45 3/4	45 3/4	45 3/4	45 3/4
Minneapolis	44	36 1/4	40 1/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4	40 3/4
Winnipeg	47 3/4	39 3/4	42 3/4	41 3/4	41 3/4	40 3/4	41	41	41	41 3/4	41 3/4	41 3/4	41 3/4	41 3/4	41 3/4	41 3/4
Duluth	44 1/4	40 1/4	43	43	43	43	43	43	43	43	43	43	43	43	43	43
Barley																
Minneapolis	37	31 1/2	34 3/4	34	33 3/4	33	33 3/4	34	33 3/4	33 3/4	34 1/4	34 1/4	34 1/4	34 1/4	34 1/4	34 1/4
Winnipeg	44 3/4	34 3/4	38 3/4	37 3/4	37 3/4	37 3/4	38 3/4	38 3/4	38 3/4	38 3/4	39	39	38 3/4	38 3/4	38 3/4	38 3/4
Soybeans																
Chicago	83 1/2	68 1/4	82 1/2	81 3/4	81 1/4	81 1/4	81 1/4	80	80	80 1/2	81	81	81 1/4	81 1/4	81 1/4	81 1/4

*At daily current rate of exchange, in cents per bushel, new.



Your Overhead Expenses

When we were little tots, kids used to play a game that had something in it about, "Heavy, heavy hangs over thy head." The general idea was for the guesser to tell *what* was hanging over his head. The guesser was supposed to suffer a little twinge of fear, because whatever was hanging might drop on his head.

Probably the game had its origin back in the days of Marie Antoinette and the guillotine. Or maybe it began at the royal banquet where old King Dionysius I rebuked the flatterer, Damocles, by seating him under a sharp sword suspended by a single hair.

Every country elevator operator and thousands of other business men are playing today the same kind of a game. The country elevator operator, however, is doing no guessing about what is hanging over his head. He knows it is his constant Overhead Expenses. He knows too that general overhead expenses can be just as dangerous to the life of his business as was the sword to the life of Damocles; that the margins competition permits him to take on the grain he ships and the merchandise he handles constitute a very thin thread supporting his expenses and that the expenses and taxes persist in growing heavier and heavier each year.

Studies made among nearly 100 cooperative grain elevators in South Dakota during the last fiscal year demonstrate conclusively that an elevator doing \$25,000 worth of business or less annually, must make a profit of 20c on every dollar's worth of business done, just to meet its expenses. An elevator doing \$50,000 worth of business annually can operate on 12.4c for every dollar's worth of business. This cost of doing business drops successively to 8.7% for the elevators in the \$75,000 class; 6.7% when the volume reaches \$100,000, and 5.3% when it reaches \$200,000, the latter marking the low among the investigator's figures on the cost of doing business. When the volume of business mounted over \$200,000 the cost figures went back up to 6.5%, attributable to increases in the volume of sidelines handled. It costs more to handle merchandise than it does grain alone.

Altho South Dakota and Ohio are separated widely geographically and in the character of farming done, the costs of running a grain elevator in each of these states are remarkably close together. Figures assembled by Prof. B. A. Wallace at Ohio University show that during the same 1937-38 period which gave rise to the South Dakota figures, co-operative elevators in Ohio that were doing less than \$75,000 worth of business annually had to have 12.6% out of every dollar to cover expenses. Elevators in the \$150,000 class had to have 8.8c, in the \$200,000 class 7.8c, and in

the \$225,000 class or over, 6.5c. Elevators in Ohio may handle a few more sidelines than those in South Dakota.

What constitutes general overhead expense? Prof. Wallace lists labor, power, insurance, taxes, supplies and repairs, advertising, postage and telegrams, auditing and legal service, trucks and trucking, office supplies, interest, depreciation, bad debts, and miscellaneous items that account for 3% of the total. The Kansas Grain, Feed & Seed Dealers Ass'n lists salary, labor, office expense, depreciation, rental, maintenance, insurance, interest, taxes, and miscellaneous items.

Such listing, however, is by no means complete. It does not take into account, for example, shrinkage, discounts, or dockage on the grain handled, or losses on merchandise that becomes shopworn or obsolete and has to be sold below cost.

In factors like shrinkage, or losses on shopworn or spoiled merchandise, expense has opportunity to fatten abnormally upon the slightest provocation. Another good feed box for general expenses is bad debts.

A manager's heart and his business sense can easily get all mixed up on the bad debt factor. This item is one of the major variables in costs between different elevators. Prof. Raymond Penn singled it out for special analysis before the meeting of the Farmers Elevator Ass'n of South Dakota this month, when he pointed out that current receivable should never represent more than 40% of the current assets of an elevator. Out of 75 elevators only 34 had the ratio between current receivables and current assets so low. Only 3 of these had less than 10% of the current assets tied up in current receivable; 5 had 10% to 20%, 7 had 20% to 30%, and 19 had 30% to 40%. Current receivables constituted 40% to 50% of the current assets of 16 of the other 41 elevators, 50% to 60% of the current assets of 6, 60% to 70% of the current assets of 5, 70% to 80% of the current assets of 5, and 80% to 90% of the current assets of 9.

Current receivables creep out of too free extension of credit, and out of credit extension grows bad debts. A certain amount of credit must be extended by any business which depends upon the variable income of farm trade. It is unavoidable. But over his accounts receivable every elevator manager must keep a watchful eye to see that they do not grow out of hand, consume all his working capital, and send him scurrying to the bank to borrow money and pay interest on his customers' debts to the elevator.

Over bad debts, and shrinkage, and most of the items coming under the classification of general expense a manager has some degree of control. But others climb upon his business thru no fault of his own, and the only

means of compensating for them is to increase the margins on which he handles grain and sidelines. Taxes, for example, they account for \$233.90 of the average \$3,586.69 spent annually in operating a 20,000 bushel elevator in Kansas.

Prof. Wallace credits taxes with taking 5.6% of the total expense of running an elevator in 1937-38 and doubtless he is right. But taxes constitute an element of expense that hides itself behind a thousand woodpiles, while gnawing at the thin margin of profit that keeps an elevator out of bankruptcy. Sales taxes, income taxes, capital stock taxes, payroll taxes, social security taxes, old age pensions, unemployment taxes, personal property taxes, undistributed profits taxes, business licenses, and a hundred others not only must be accounted for in an elevator's margin of profit, but they have a most distracting way of multiplying endlessly in the cost of doing business, in lifting prices, and in reducing the standard of living for everyone. They even enter into the costs of labor and office supplies, because extra bookkeepers must be employed now where they were never needed before, simply to make out and file multiple reports; and books must be kept now that were never considered necessary before to supply the information for the inspectors and auditors.

An increased expense bill, accumulated from both the open and the hidden varieties of taxes, takes still another toll. For when it increases the cost of doing business and reduces living standards, it leaves less money to be passed into circulation, and reduces the volume of business available to the elevator.

Elevator managers can exert a controlling influence on most of their general expenses, but aside from their votes, they are stuck with heavy taxes. The only answer for them is to recognize the increased burden in whatever guise it appears, and compensate for it by increasing margins.

"Earnings are important," admits L. J. Norton, chief in agricultural marketing, at the University of Illinois in circular No. 476 of the Agricultural Experiment Station, covering a study of 88 cooperative elevators in Illinois, "for continuous losses will soon use up the capital, and force the organization out of business."

It is stated correctly in the Norton report that the expense of handling a dollar's worth of grain is less than that of handling a dollar's worth of merchandise. Exclusive of interest, large companies, with big volume, were able to handle grain for as little as 2.6c per dollar of sales. But take a look at the average gross margins taken in 1935-36; Corn, 1.9c; oats, 2.2c; wheat, 4c; and soybeans, 3.9c. Corn accounts for the largest volume of grain handled, but it hardly pays its way, according to the average gross margins in this study.

"Margins per bushel earned by different companies on corn, the most important commodity handled, in 1935-36 varied widely," says the Norton report. "About two-thirds of the companies took margins ranging from 1 to 3c per bushel. One-tenth of the companies earned less than 1c, and about two-fifths earned more than 3c.

"A difference of 1c a bushel in the margin on 200,000 bushels of corn," the report points out, "would result in a difference of \$2,000 in earnings. For a company with property valued at \$50,000, this \$2,000 would represent 4% on the investment. Small differences in earnings per unit very appreciably affect the earnings on capital in grain elevators."

It takes courage to raise prices in the face of lowered farm income. But unless the bull is seized by the horns, and margins increased sufficiently to carry the increasing load, old man General Overhead Expense sinks closer and closer to where he can get a strangle hold on the country elevator.

"Heavy, heavy the expense of doing business hangs over thy head."

Confidence Man Caught in Grain Fraud

Sometimes the trucker as well as the grain dealer loses cash by hauling grain, falling victim to others who have no trucks. Such was the case of Nick De Boer, operator of a Chicago coal yard.

When a stranger walked into his coal office, said he was a grain broker and that he wanted a load of oats hauled in from Naperville, Nick was very much interested. The stranger phoned the Naperville elevator and arranged for De Boer to sign a receipt for the oats.

De Boer delivered the oats to Samuel Lev in Chicago, as instructed. But when he asked for \$30.00 to cover the cost of the load, Lev insisted he had already paid the money to the "grain broker."

De Boer figured his loss at \$45.50. His price for the hauling was \$15, and he signed a receipt at the Naperville elevator for \$30.50 worth of oats.

Trusting fellow, De Boer. He should have kept the oats on his truck until he was paid, or assured of payment. Then he could at least have found a buyer for the oats, and reduced his loss.

However, on Dec. 18 unsympathetic police officers seized a gentleman named Harry Hayes, 42, who claimed to be associated with a well-known grain dealer in the Chicago Stock Yards, but who was identified as operator of a confidence game by five Du Page County grain dealers whom he had victimized.

The Hayes method was to "purchase" grain from one elevator operator, "bill" it to his "associate," or pay for it with a worthless check, and have it moved by truck to another elevator where he sold it to the operator. Hayes proved to be the stranger who victimized DeBoer.

Charged with operating a confidence game, Hayes was turned over to Du Page County authorities for trial.

Processing Tax Before Board of Review

The first hearing by the U. S. Processing Tax Board of Review was held recently at Cleveland, O., and lasted 10 days.

The Ohio Provision Co. claimed a refund of \$129,625.14 for the burden it sustained in a total tax of \$524,025.61 on hogs. Claimant argued that the mere use of the tax as a factor in computing the price does not necessarily lead to the conclusion that the selling price agreed upon actually includes all of the processing tax.

This situation is somewhat similar to that involved under the Millers' National Federation Uniform Sales Contract which states unequivocally that prices named in the contract include the processing taxes imposed on the processing of wheat. The mere fact that this clause is contained in the contract does not, however, mean that each and every miller has passed on 100 per cent of the tax.

Cases arising under Title VII are to be considered on their merits, and a determination is to be made first by the Commissioner of Internal Revenue, and then upon appeal by the U. S. Processing Tax Board of Review, of the actual extent to which the individual claimant did bear the burden of the tax. To that extent the claimant is entitled to a refund. The extent should first be shown under the formula provided in the Act for a so-called *prima facie* showing under Section 907 and this extent may be increased by a further showing by the claimant that the formula does not measure the full extent to which he bore the burden of the tax and may be decreased by a showing by the Commissioner of Internal Revenue that the formula overstates the extent to which the claimant bore the burden of the tax.

The statement in the contract to the effect

that the tax was included was inserted merely for the purpose of establishing a basis for adjustments between the buyer and the seller in the event of a change in the rate of the processing tax and has no bearing whatever upon the determination of the question as to whether the tax was or was not passed on.

"Visionary schemes of all kinds are presented. Some would have the government take charge of the larger business enterprises, some would have the government fix prices, either arbitrarily or indirectly, by buying up surplus crops. The experience of 3,000 years shows the impracticability of such efforts," said Henry C. Wallace, father of the present secretary of agriculture, in the Department of Agriculture Yearbook for 1921.

Heat from your office stove would be more widely disseminated if the front of stove were turned to the wall. The cool air going into the fire box and the ash pit carry much of the heat from the front up the chimney. However, if the opening to the fire box is near to the wall, the wall will need a perfect covering of zinc to protect it from sparks which fly out. The amount of fuel saved thru this turning of the stove may not amount to a billion dollars in New Deal money, but it is worth considering.

Distributor Spout Mechanism Improved

A new distributor spout has been designed by Strong-Scott Manufacturing Co. While the spout itself follows the conventional design, a marked improvement in its operation has come from complete redesigning of the lifting mechanism, so as to increase the leverage for lifting the end of the spout out of the floor funnel.

"The leverage action is reversed when the spout is released and this reverse leverage is used to insure the spout dropping into the funnel. It is practically impossible for the lifting mechanism to bind, or to prevent the spout from lowering properly, and the entire operating mechanism has been strengthened, so that the spout operates as a rigid unit. All play in the mechanism has been eliminated.

We have seen weights fastened to the ends of old distributing spouts to force them to drop into floor funnels. These in turn make the spouts harder to lift and move. We have also seen old distributing spouts with so much play in the lifting and moving mechanism that the operator down on the workfloor could never be sure that the spout had dropped into its intended position in a floor funnel, with the consequence that grain was often poured out on the distributor floor.

In the new lifting and moving mechanism the makers of the new distributor have sought to eliminate all the old complaints.



New Distributing Spout Has Improved Lifting Mechanism

Supply Trade

Chicago, Ill.—William J. Chalmers, retired chairman of the Allis-Chalmers Mfg. Co., died Dec. 10.

Enterprise, Kan.—M. G. Foster, who has represented J. B. Ehrsam & Sons Mfg. Co. on the Pacific Coast for a number of years, was recently transferred to the home plant.

The best service, or the most efficient machine or machinery will not sell itself, but an enthusiastic salesman or advertising writer can make the prospect want to get it. The man who does not know what is obtainable is not yet a prospect.

Port Arthur, Ont.—At the largest and most representative convention ever held by Liberals of this locality, Hon. C. D. Howe, minister of transport, was nominated to contest the riding at the next federal election. Mr. Howe, designer and constructor of many of Canada's largest elevators, has the best wishes of his many friends on this side of the line for a successful campaign.

Building construction, a leader in the general business improvement, provided jobs for 111,000 additional workers in October, according to the latest study by the Statistical Division of the National Industrial Conference Board. The gain of 5.1% in construction employment in October compared with the preceding months not only reflects the increased activity in public and private building, but also brings the total number of workers in the industry to 2,267,000, or 201,000 more than in October, 1937.

An order to discontinue uniform delivered price fixing by agreement in the sale of combination wood and wire portable corn cribs and silos, has been issued by the Federal Trade Commission against seven manufacturers. They are: Rowe Mfg. Co., Galesburg, Ill.; Nebraska Bridge Supply & Lumber Co., Omaha; Mattson Wire & Mfg. Co., Illinois Wire & Mfg. Co., Joliet, Ill.; Gaynor Lumber Co., Sioux City, Iowa; Humboldt Fence & Supply Co., Humboldt, Iowa; Kansas City Wire & Iron Works, Kansas City, Mo. Findings are that the respondents entered into understandings, combinations and conspiracies for the purpose and with the effect of unlawfully restricting and eliminating competition in the sale of their products in violation of the Federal Trade Commission Act.

Milwaukee, Wis.—Percy C. Day, 63, vice president and chief engineer of the Falk Corporation, and a prominent engineer in the development of gearing, marine and rolling mills equipment, died Wednesday, Dec. 7. Mr. Day came to the United States in 1910 from England, where he had been a power plant engineer, and became associated immediately with the Falk Corp. He was named vice president in 1937. In England he was in charge of the West Drayton Gear Works of the Power Plant Co. for some years. He came here as chief engineer to direct the work of pioneering in helical and herringbone gearing in the United States. He was recognized thruout the world as the leading authority on design of helical gears. Intervening years between graduation and association with the gear industry were spent performing pioneer work in the electric-metallurgical field, principally in developing electric furnaces and calcium carbide. Mr. Day designed, built and operated the first commercial plant producing this chemical in the British Isles. Other endeavors along this line claimed his attention until 1905 when he became interested in helical gears thru friends and became associated with the Power Plant Co. He was an inventor of a number of patents relating to gear type equipment and patents also on gear transmission and large drives for roller mills.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

CALIFORNIA

Van Nuys, Cal.—The Co-operative Feed & Grain Co. building was destroyed by fire Dec. 7.

Oakland, Cal.—This district has been selected for the location of a new plant by the Golden Grains Products Co.—W. H. B.

San Francisco, Cal.—Roy N. Bishop, 60, retired capitalist and former president of the Sperry Flour Co. and director of General Mills, died Dec. 20 after being stricken by sudden illness.—W. H. B.

San Francisco, Cal.—California rice plants milled 714,461 bags of field rice during the first two months on the current crop season, which began Oct. 1. This volume was moderately under the heavy millings of the 1937 period, which took 886,439 bags.—W. H. B.

Cordora, Cal.—Manual Torres, rice grower of the Princeton district for sometime has been trying to smother a fire caused by spontaneous combustion which is slowly destroying 8,000 bags of paddy rice. Most of the rice was damp when placed in the warehouse.—W. H. B.

San Francisco, Cal.—A huge Christmas tree, specially cut in the Pacific Northwest forests, holds a place of honor on the floor of the Grain Exchange. The tree is 60 ft. high and beautifully decorated. On Dec. 23 open house was held by members and on Dec. 24 the exchange was thrown open to the public.—W. H. B.

Hollister, Cal.—Frank E. Shore, 73, president of the Lathrop Hay & Grain Co. and vice president and founder of the Grangers Union Co., was found dead, shot thru the chest, in the basement of his home by his son-in-law Dec. 13. It is believed Mr. Shore was cleaning a .32 calibre rifle when it was accidentally discharged.

Hayward, Cal.—Financial reports of the Alameda-Contra Costa Counties Grain Cleaning Ass'n for the first 11 months of this year showed a net profit of \$2,176, according to E. A. Wente, chairman. The Ass'n operates a grain cleaner and smut treatment unit for the benefit of its 122 grain producers. During the 11 month period, it sacked and treated 16,695 sacks of grain in Contra Costa County and 15,612 sacks in Alameda County.—W. H. B.

San Francisco, Cal.—There is an improved export demand for barley from the United Kingdom at present which is a surprise to most factors here. Ordinarily the English buyers stop during November to February, but during the last two weeks they have been buying considerable and several thousand tons are for prompt shipment. Local exporters who made fall future sales have also been called upon to ship and have had to go into the field to cover at raised prices.—W. H. B.

CANADA

Vancouver, B. C.—Charles P. Cole, veteran grain trader, was presented a certificate of Honorary Life Membership in the Vancouver Merchants' Exchange Nov. 30, upon the occasion of his retirement from active business. An interesting program was held honoring the occasion, the presentation being made by Martin Griffin, president of the Exchange.

Winnipeg, Man.—Faced with the necessity of raising funds at a time dollars were pretty scarce, the Portage and District Hockey Club hit upon the plan of soliciting wheat and converting the same into cash. Elevator operators co-operated with the club by keeping on hand sacks stamped with the club's emblem, and when farmers arrived at the elevator with loads of wheat, asking them for a sackful or so, putting the donation into the sacks provided for it. Last fall, when the final sales of grain were computed by the club, they had realized \$800 from the plan. This year, while lower wheat prices may cut down the total, the plan is expected to net a tidy sum and will become a permanent feature in the club structure.

Holden, Alta.—The United Grain Owners, Ltd., elevator was destroyed by fire Dec. 2; loss, \$20,000; insured.

ILLINOIS

Eureka, Ill.—The Eureka Milling Co., recently installed a Sidney Combined Sheller and Cleaner.

Allenville, Ill.—Sullivan Grain Co. reported a small property loss due to windstorm sustained in November.

Osco, Ill.—An 8,000-gal. steel tank for storing molasses has been installed underground at the Wakey Bros. grain elevator here.

Tinley Park, Ill.—A new 20-ton 20 x 9 ft. Soweigh Heavy Duty Motor Truck Scale has been installed by H. F. Brueggemann.

Princeton, Ill.—Leonard Herlean, general agent since Oct. 1 for the North Central & Central Illinois-Mississippi Valley Grain & Feed Co., has been named district manager for the company.

Murrayville, Ill.—H. J. Hagan, who purchased the Murrayville Farmers Elevator Co. plant recently, has repaired the elevator, painted it with aluminum paint, and installed a Western Gyration Cleaner.

New Boston, Ill.—A grain elevator that is estimated will cost about \$25,000 will be constructed soon on the river front here. It will be equipped with a gravity system of loading the Mississippi barges which will transport the grain to the New Orleans market.

Piper City, Ill.—The B. W. Cunningham Grain Co. is discontinued because of the death of the owner, B. W. Cunningham, on Nov. 22. The business has been taken over by John E. Wilson and Edwin E. Wilson and will be operated under the name Wilson Grain Co. C. A. Wilson, manager.—C. A. McClain, formerly with B. W. Cunningham Grain Co.

Plainfield, Ill.—The Plainfield Grain Co. held its eighth annual farmers get-together day at the company's plant Dec. 10. An interesting program starting at 10:30 a. m. continued until mid-afternoon, featuring a lunch at noon and closing with a round table discussion. Addresses were delivered by Clarence Henry, former university professor, and J. C. Hackleman, professor, crops extension, University of Illinois.

Lawrenceville, Ill.—At a meeting of the creditors of the Horner Elevator & Mill Co. Nov. 30 it was decided to liquidate the affairs of the present company as soon as possible. The plant is again open for business, in charge of W. C. McMichael who has been local manager for over 14 years. Mr. McMichael will continue to handle coal, feed, flour and farm machinery. For the present, no grain will be purchased.

Henry, Ill.—The year 1938 has been a busy one with the McNabb Grain Co. During the year it has spent \$21,000 for permanent improvements. Included in the amount was a new elevator costing \$11,700; a new office and scale costing \$1,700; and a new feed mill costing \$8,000. All of the new buildings were erected adjacent to New York Central railroad trackage, the company's old buildings being alongside the old R. T. & N. line which has been abandoned. M. J. Noder, manager of the McNabb Grain Co., stated the concern is also planning further improvement of its service.

Quincy, Ill.—A number of stockholders and the mortgage holder of National Mills, Inc., operating a soybean processing plant here, have petitioned Federal Judge J. Leroy Adair to adjudge the corporation insolvent under the bankruptcy law and permit the corporation assets to be liquidated. The action followed uncompleted plans for reorganization of the company undertaken in November. National Mills, organized only a few years ago to manufacture soybean and similar products, in May petitioned the United States Court at Chicago for authority to reorganize under section 77B of the bankruptcy act. In October the corporation admitted insolvency and asked to be declared a bankrupt, but in November again amended its petition for authority to reorganize.

Alton, Ill.—Larry Brienbauch of Omaha, Neb., has taken over his new duties as vice-pres., and manager of the Alton and St. Louis plants of Stanard-Tilton Milling Co. He was with the Omaha Mills at Omaha as vice-pres. for 15 years prior to coming here. E. T. Stanard, president of the company, who was severely injured in an automobile accident some time ago, has been appointed chairman of the board of directors. In addition to the Alton and St. Louis plants the company also has mills at Dallas, Tex.

CHICAGO NOTES

A Chicago Board of Trade membership sold Dec. 14 at \$1,600, a decline of \$50 from the last previous sales.

James S. Gillick, 41, a member of the Board of Trade since 1928, died Dec. 21 at Washington Blvd. Hospital of pneumonia.

Charles Howard Re Qua, 78, died Dec. 21 in his home at Winnetka. He had been a member of the Board of Trade since 1880, having offices in the board's building. In 1886 he organized the firm of Re Qua Bros. with his elder brother, William B.

George H. Tanner, 52, highly regarded on the Board of Trade of which he had been a member since 1918 and where he was floor manager for Harris, Upham & Co., died Dec. 19. In respect trading on the Board was suspended for a minute at noon Dec. 22.

The report of the state grain inspection department for the year ending June 30, 1937, shows that there was inspected into the Chicago Terminal Elevators 3,506 truck loads comprising 919,737 bus. of all kinds of grains, while the report for the year ending June 30, 1938, shows 5,118 truck loads containing 1,263,725 bus.

The Board of Trade members Dec. 15 voted to permit the opening on the exchange of cash and futures markets in cottonseed oil. The date for the opening of the new markets is indefinite. Kenneth S. Templeton, president, described the cottonseed oil trade as another step toward broadening activities of the exchange "in a field to which its facilities are suited."

Recordings of the operations of the cash and futures markets of the Chicago Board of Trade and their services to grain producers and consumers have been made in four languages and shortly will be heard in France and in Central and South American countries. The enterprise, conducted jointly by the National Broadcasting Co. and the French government, is part of a program to present the activities of typical American institutions to foreign audiences in understandable form.

Reductions in margin requirements ranging to 3c a bu., or as much as 50% on grain futures traded on the Chicago Board of Trade, were announced by the clearing house of the exchange, effective Dec. 22. The new rates follow: Wheat, corn and rye, 2c a bu. on net open interest on lines up to 5 million bus.; oats, 1c a bu. up to 5 million; soy beans, 4c a bu. on net open interest; provisions, 30c per cwt. or \$150 per lot of lard of 50,000 lbs. and \$90 per lot of bellies of 30,000 lbs. Cotton, 30c per cwt. or \$75 per lot of 25,000 lbs. or 50 bales.

Frederick G. Winter, a member of the Board of Trade since 1910, was tendered a testimonial dinner the evening of Dec. 12 in honor of his association with the exchange and the Quaker Oats Co. during the last 28 years. Eighty members of the exchange were present. George E. Booth of Lamson Bros. & Co. was toastmaster and impromptu talks were made by Kenneth S. Templeton, president of the Board of Trade; Barnett Faroll and Orrin S. Dowse, vice-presidents of the exchange, and James C. Murray, vice-president of the Quaker Oats Co. Mr. Winter plans to retire from active participation in the grain business Jan. 1. He started his career with H. S. Guthrie (now deceased) in Buffalo in 1896, later becoming identified with the Cleveland Grain Co. in that city in 1904. In 1910 he assumed charge of the grain department of the Quaker Oats Co. in Chicago.

Percy B. Hicks, Minneapolis, and Jack Banks, Chicago, were elected to membership in the Board of Trade. Directors of the Exchange denied a petition of members to close the Exchange on Dec. 24.

INDIANA

Uniondale, Ind.—The Uniondale Grain Co. recently installed a Sidney Corn Sheller.

Thorntown, Ind.—The Sugar Creek Grain Co. has installed a ton Sidney Vertical Mixer.

Hanna, Ind.—The Hanna Lumber & Grain Co. recently installed a new diesel engine in its elevator.

Montpelier, Ind.—Amos L. Nelson, 80, for many years a member of the Arnold & Nelson Elvtr. Co., died here Dec. 6.

Vincennes, Ind.—Orville T. Stout, of the Baltic Mills Co., was elected recently as joint senator for Knox and Davies Counties.

Middlebury, Ind.—The new office building adjoining the Middlebury Grain Co. elevator has been completed and is now in use.

Richvalley, Ind.—The Rich Valley Co-operative Elvtr. Co. has installed a new cleaner and boot. A larger sheller is planned for next year.—A. E. L.

Auburn, Ind.—The DeKalb County Farm Buro elevator and feed plant will soon be completed. Electric power and spouting is now being installed.—A. E. L.

Union Mills, Ind.—The E. N. Cook Grain Co. recently gave its buildings a coat of aluminum paint and is now installing a new Sidney Kwick-Mix 1-ton Feed Mixer.—E. B. Cook.

New Paris, Ind.—Martins Feed Mills have the new feed mill practically completed. A new feed mill unit and new office were built to consolidate all operations in one location.—A. E. L.

Indianapolis, Ind.—New members recently enrolled in the Indiana Grain Dealers Ass'n include O. E. Hull, South Whitley; the Clinton County Farm Bureau Co-op. Co., Circleville.—Fred K. Sale, sec'y.

North Hayden (Lowell R.F.D. 3), Ind.—Gleaners & Farmers Co-operative Elvtr. Co. has completed a new addition to its elevator, adding 4,500 bus. capacity. Three bins were built above the driveway, 12x26x26 ft. in size.—A. E. L.

Anderson, Ind.—A corn school will be held at the local Y.M.C.A. Jan. 3, beginning at 9:30 a. m. Dr. C. T. Gregory and Prof. M. O. Pence of Purdue Agricultural Extension Dept. will be the speakers. At the same time the annual county corn show will be held.

Vincennes, Ind.—A dinner-meeting of grain trade men for the Vincennes district was held in the banquet room of the Jewel Cafe the night of Dec. 21. Oscar L. Barr of Bicknell acted as chairman. Honor guests in attendance were Senator Orville T. Stout and Rep. C. Omer Free.

Lafayette, Ind.—Officials of the Indiana Corn Growers' Ass'n have challenged the yield of 135.53 bus. recently claimed as "championship" in Iowa with the announcement that 18 Indiana corn growers have yields of 135.6 bus. or more this year. A. C. Brown of Ripley County produced 151 bus., winning the Indiana Five-Acre Corn Club title in competition with 1,605 other members and will be crowned Five-Acre King for the third time at the Purdue university agricultural conference Jan. 9. Second with 147.3 bus. an acre was Ralph Heilman of Bartholomew County.

Indianapolis, Ind.—When the regular session of the Legislature in this state convenes early in January, Indiana Grain Dealers Ass'n will be actively engaged in putting forth every endeavor possible to protect the interests of its members against proposed new legislation and contemplated changes in certain present laws. Among the latter is a proposed change in the present Social Security law now contemplated, one of which is the expectation that the unemployment compensation law will be changed so as to include possibly two or more employees instead of the present requirement of eight. The proposed Wage-Hour Bill for Indiana is more drastic as drafted than the Federal, and it proposed to include all firms employing one or more employees. The Ass'n will probably be opposed to the enactment of such a law at this session, believing the Federal Wage-Hour Bill should be given an opportunity to operate first.

IOWA

Exline, Ia.—A new Soweigh Motor Truck Scale has been purchased by the Casady Cash Co.

Elk Horn, Ia.—The Farmers Co-operative Co. stockholders have voted to disband the company.

Algona, Ia.—Vic Steil of the Algona Grain Co., who had the misfortune of breaking his elbow is gradually recovering.—A. G. T.

Des Moines, Ia.—The annual convention of the Farmers Grain Dealers Ass'n of Iowa will be held here Jan. 24-26. D. E. Edison is secretary of the Ass'n.

Leland, Ia.—The Leland Farmers Elvtr. Co. distributed some over \$2,000 in patronage dividends Dec. 19. Norman Lackore is manager of the company.

Essex, Ia.—The J. E. Good & Co. elevator was robbed of a small quantity of grain and about \$6 in cash by thieves who gained entrance some time the night of Dec. 21.

Sheldon, Ia.—Ray Brandts, employed by the Farmers Elevator, has joined the benedicts. On Dec. 28 Wm. DeJong, who is also one of the employees, will join his co-worker on the matrimonial sea.—Art Torkelson.

Onawa, Ia.—The Onawa Farmers Elvtr. Co. declared an eight per cent dividend on their capital stock. Since this elevator started business 30 years ago it has paid dividends of over 1,800 per cent.

Gilbertville, Ia.—Mike Delgardelle, 71, owner and manager of the Gilbertville Grain & Lumber Co. for the last 21 years, died Dec. 12 at his home, following a stroke he suffered about eight days previous.

Rose Hill, Ia.—Hugh F. Moore offered the high bid of \$830 for the Rose Hill elevator when it was placed up for public bidding by H. E. Lindberg, receiver for the Rose Hill Savings Bank to satisfy a \$2,500 mortgage held by the bank.

Minburn, Ia.—The local Clark Brown Grain Co.'s elevator has been sold to the Farmers Elvtr. Co. Possession will be made Jan. 1. The elevator has been under the management of Harry C. Smith for the last twenty years. Mr. Smith has not announced his plans for the future.

Winthrop, Ia.—Joseph B. McKay died after a year's illness. Born in Buchanan county, Iowa, in 1880, he lived in that vicinity until 1925, when he moved to Winthrop, where he operated an elevator until his illness. He was also a director in the bank, serving as its president.—L. A. G.

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Manly, Ia.—D. M. Smith, 66, for nearly 40 years manager of the Manly Elvtr. Co. elevator until two years ago, died Dec. 20. He also had bought grain at Austin, Varco and Riceville.

Onawa, Ia.—Ed. Rawlings has succeeded Mark J. Murphy as manager of the I. C. Elevator. Mr. Murphy, who resigned, had held the position for ten years. Mr. Rawlings was formerly president of the school board, a former state representative for Monona County, and is president of the Emergency Relief Administration of Monona.

Paton, Ia.—Lloyd Sill, manager of the Clark Brown Grain Co. and Mrs. Sill figured in an automobile accident Dec. 4, in which Mrs. Sill suffered torn ligaments and was badly bruised, but from which Mr. Sill fortunately escaped uninjured. They were en route home from Boone when their car and another collided.—A. G. T.

Gibson, Ia.—The Farmers Elvtr. Co. has started construction of a lumber yard structure to replace the one burned with the elevator and other buildings several weeks ago. The building will have a new location east of the Gibson Savings Bank extending from the railroad tracks. Guy Wymore is manager of the company.

Boone, Ia.—The H. E. Cox Co., for the last five months operated in Perry, Ia., by R. C. Stark, has been moved to Boone. The company operated a trading office for transactions on the Chicago Board of Trade and the New York stock market in Perry, but a decline in activity caused decision to move here. Mr. Stark will handle the Berry business from the Boone office. James Frazier is manager of the local office.

Victor, Ia.—Edgar Yeisley, 63, died Dec. 14, in a Grinnell hospital, of injuries sustained in the automobile-train accident Dec. 12, in which Roy Housman, 45, was killed instantly. The men, owner and employee respectively of the E. D. Yeisley elevator, were enroute to lunch and were only a short distance from the elevator at the east end of Victor when a Rock Island passenger train struck the auto in which they rode. Mr. Yeisley was driving. Before moving to Victor, Mr. Yeisley resided for 20 years in Cedar Rapids. Mr. Housman had been employed at the elevator for the last 15 years.

KANSAS

Hesston, Kan.—The Hesston Milling Co. has installed a new one-ton feed mixer in its feed mill here.

Speed, Kan.—The Logan Farmers Union Co-operative Ass'n elevator was destroyed by fire of unknown origin on Dec. 8.

Vermillion, Kan.—An electrical breakdown in the G. J. Ingman elevator early in December caused a small loss. Damage was confined to the motor.

Greenleaf, Kan.—The space between the elevator building and the warehouse at the Farmers Co-operative Elvtr. Ass'n elevator has been enclosed to provide another wheat bin.

Johnson, Kan.—Lawson Tucker has been appointed manager of the Johnson Co-operative Grain Co. elevator to fill the vacancy when the present manager, Raymond Friend, takes over the office of county clerk.

Dodge City, Kan.—Directors of the Ass'n meeting at Dodge City recently recommended that we seek amendments of certain crop lien laws; we sponsor legislation designed to license and regulate the itinerant peddler merchant; we seek revisions to our state corporation laws equalizing fees on the basis of actual worth of corporations; we support changes in our warehouse laws that will make local warehouse receipts negotiable, thus making them better collateral; the Ass'n extend legal and investigation service to its members who become involved in the handling of grain covered by liens or mortgages. It was voted that Ass'n headquarters would not be established in Topeka during the 1939 legislative session. Your secretary or board members may find it necessary to spend considerable time in Topeka, but all mail will be handled thru the Dodge City office as usual. A word from you to your legislator thru a telegram or even a letter will bring more results and quicker action than a dozen lobbyists could obtain by trailing busy lawmakers around trying to get a hearing.—J. F. Moyer, sec'y Kansas Grain, Feed & Seed Dealers Ass'n.

Meade, Kan.—Clarence Saathoff has resigned as manager of the Co-operative Elvtr. & Supply Co. elevator, a position he has held since March 1.

Baldwin City, Kan.—J. E. Wilson has purchased E. E. Pardee's interests in the Baldwin Mill & Elvtr. Co. Mr. Pardee had been associated with Mr. Wilson in the management of the business for the greater part of the last 13 years. Mr. Wilson states that the same policy of management will be continued.

KENTUCKY

Murray, Ky.—Equal Williams is now a partner in the Economy Feed Store located on North Third St.

Philpot, Ky.—The Philpot Flour Mill was destroyed by fire Dec. 11. Spontaneous combustion is believed to have caused the fire, which resulted in a \$6,500 loss.

Elkton, Ky.—The Standard Milling Co. local property has been leased to Cartwright Bros., who have assumed control. New machinery has been installed and Leonard Cartwright will manage the plant.

Winchester, Ky.—The Winchester Milling Co. mill is ready for operation following remodeling and repairing of the mill's equipment. The mill has not been operated since 1931. The present company purchased the property at a receiver's sale last summer.

Weaverton (Henderson p. o.), Ky.—The R. R. Poe Grain Co. Elevator has opened for business. The new concern is operated by R. R. Poe, local grain man, formerly connected with the firm of Poe and Purcell. He was in the grain business at Benton, Mo., prior to coming to Henderson. The R. R. Poe Grain Co. has acquired the buildings formerly used for grain storage by A. Waller & Son, former local milling concern. New, modern scales have been installed. The organization also has the old Weaverton Milling Co. plant, which has been used the past several months for storing and grinding grain. The old plant will be used only for custom grinding in the future, while the new plant, with its modern loading and unloading equipment and corn sheller, will be utilized for handling and shipping grain.

LOUISIANA

Moreauville, La.—T. A. Lemoine, recently installed the large cleaner which he bought of the Sidney Grain Machry. Co.

MARYLAND

Baltimore, Md.—George E. Morrison, 60, one of the leading hay, grain and feed dealers of Baltimore, passed away Dec. 5, after a long illness. Mr. Morrison headed the firm of George E. Morrison & Co. He had been a member of the Chamber of Commerce for many years and was active in the National Hay Ass'n and the New York State Hay and Grain Ass'n.

MICHIGAN

Millington, Mich.—Frutchey Bean Co. sustained a small property loss due to recent high winds.

Vicksburg, Mich.—G. R. Little will be branch manager of the local Little Bros. mill upon completion of the new addition. A new hammer mill and mixer are being installed. Mr. Little was formerly the company's Mendon branch manager.

Okemos, Mich.—The Okemos Elvtr. Co. is now sub-agent for a coal stoker whose sales headquarters are at Lansing. The local elevator company will operate in co-operation with the Lansing agency.

Carleton, Mich.—Kahlbaum Bros. recently bought a Revolving Screen Corn Cleaner of the Sidney Grain Machry. Co.

Paw Paw, Mich.—The feed mill operated by Robert Sufferling was forced to suspend operations for several days recently until repairs could be made on the dike that went out Dec. 13, lowering the water from 14 ft. to about as many inches.

Fremont, Mich.—Johannes Wolters, 71, who has operated the local mill for the last 35 years, died of a heart attack Dec. 12. He came to Fremont in 1903 with his brother John, who died one year ago, the two buying the Brown Milling Co. In 1928 he formed the Wolters Milling Co., with his two sons as partners.

MINNESOTA

Askov, Minn.—The Louis Olson warehouse was damaged by fire of unknown cause on Dec. 11.

Nassau, Minn.—The Nassau Farmers Elvtr. Co. sustained a small property damage loss on Nov. 28.

Blooming Prairie, Minn.—The L. G. Campbell Feed Mill recently bought a Sidney Corn Crusher.

Duluth, Minn.—Percy B. Hicks, Minneapolis, vice pres. of the International Milling Co., was recently elected a member of the Duluth Board of Trade.—F. G. C.

Pipestone, Minn.—All the remaining assets of the Pipestone Farmers Elvtr. Co., including the elevator, all machinery and equipment, which suspended operations last spring, were sold Dec. 21. The elevator company was organized in 1923.

Duluth, Minn.—Annual election of the Board of Trade Clearing Ass'n will be held Jan. 3, 1939, to elect three directors to serve for a term of three years each. Directors whose terms expire are F. B. Getchell, G. H. Spencer and Geo. Barnum, Jr.—F. G. C.

Freeport, Minn.—Otto P. Harren, who has been employed as bookkeeper at the Freeport Roller Mills for the past 21 years, has resigned his position and has accepted a position as manager of a feed store and elevator at Aberdeen, S. D. Mr. Harren will assume his new duties immediately.

Cyrus, Minn.—At the annual meeting of the Cyrus Farmers Elvtr. Co. the building of an office and a storehouse was discussed and the matter turned over to the board of directors for further consideration.

MINNEAPOLIS LETTER

The Grain and Feed Dealers National Ass'n's 43rd annual convention will be held Oct. 2 and 3 at the Nicollet Hotel, Minneapolis. Arrangements to accommodate 1,000 visitors are being made by the Ass'n's national offices at St. Louis.

The CCC has made loans on 3,371,703 bus. of wheat in Minnesota, according to announcement made Dec. 3. Total loans over the nation amount to \$29,916,186 on 50,590,711 bus. of wheat. Loans have been made on 8,178 bus. in Montana, 7,142,455 in North Dakota, 3,377,550 in South Dakota, and 14,433 in Wisconsin.

R. R. Howell & Co., Minneapolis, were hosts to 75 members of the local chapter of the Society of Grain Elevator Superintendents Tuesday, Dec. 20. Following a tour of inspection through the plant dinner was served at a downtown restaurant. Howard Williams and Lyle Feldman with other members of the Howell staff greeted the visitors. Paul Christensen, pres. of the chapter, was master of ceremonies at the dinner. Oscar Olsen, Duluth and B. J. Weller, Chicago, were the out of town guests.

Robert H. Black, who has been in charge of the Bureau of Agricultural Economics' district office of Federal Grain Inspector in Minneapolis for nearly eight years, has been appointed to direct the grain standards and testing research activities of the bureau at Washington, D. C. He will assume his new duties Jan. 16. Morton J. Johnson, in charge of the district

IT'S a New Year! Start it right! We've been keeping Christmas -- sending - near and far - our greetings of love and cheer. And now - let's resolve - to carry this spirit into every day of the New Year. Resolutions? Yes! - we'll not keep them all - what of it - the moral effect is good - the urge is human betterment. Resolve is manly - "Thou hast but to resolve - and lo! God's whole great universe shall fortify thy soul."

LOWELL HOIT & CO.

office of Federal Grain Supervision at Milwaukee for the last two years, will succeed Mr. Black here. Mr. Johnson was formerly with the Minnesota State Grain Inspection Department for many years.

Stanley W. Gongoll, who solicited funds from investors, but was not a member of any exchange, was convicted of grand larceny in Hennepin County district court in connection with the collapse of his \$3,000,000 investment trading company, S. W. Gongoll & Co., Dec. 21, and given an indeterminate prison sentence of one to ten years. A stay to Jan. 14 was granted to permit Gongoll's attorney to move for a new trial and he was released under \$20,000 bond.

MISSOURI

Tarkio, Mo.—E. L. Knapp has resigned his position as manager of the local elevator.

Martinsburg, Mo.—The Martinsburg Farmers Elvtr. Co. is erecting a new coal yard southeast of the Wabash depot.—P. J. P.

Campbell, Mo.—The Sharp Flour Mill will be moved here from Williamsville, Mo., erection of a new building just east of Campbell to house the industry and removal of machinery being expected to be completed in February. The mill is being moved because the owner fears that the Wappapello dam project will restrict both the territory for its grain supply and the nearby market.

Higginsville, Mo.—A bill affecting truckers will be introduced at the next general assembly at Jefferson City. License, bonding, taxes, and other requirements will be promoted to produce greater equality as between the railroads, truckers and all business and greater safety for the public. Every merchant, and especially the grain dealer, should be interested in this bill.—A. H. Meinershagen, sec'y Missouri Grain, Feed & Millers Ass'n.

St. Louis, Mo.—T. Maurice Scott has been nominated for the presidency of the St. Louis Merchants' Exchange. The election will be held Jan. 11. Mr. Scott is unopposed. Bert Collins was nominated for first vice-pres., and O. H. Schwarz was chosen for second vice-pres. H. B. McCormick was nominated for the board of directors; nominations for the com'te on arbitration include M. B. Grover, G. L. Kelley, P. S. Wilson, W. K. Woods, Jr., and H. J. Zastrow. Nominated for the com'te on appeals are S. W. Dreyer, J. O. Morrissey, Aderton Samuel, E. C. Seale and R. W. Wiese.

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KANSAS CITY LETTER

J. G. Finster has been appointed head of the Kansas City feed merchandising department of the Midland Flour Milling Co.

R. H. Uhlmann has applied for membership in the Kansas City Board of Trade on transfer from O. E. Harris of Chicago. The membership sold for \$4,000, transferred, unchanged from the last previous transaction.

Percy B. Hicks is applicant for membership in the Kansas City Board of Trade on transfer from J. R. Morris, whom he succeeds as head of the wheat buying division of the International Milling Co. Mr. Morris is retiring from active duty.

The Kansas City Board of Trade held its annual Christmas party for under-privileged children from three city schools Dec. 23. A large Christmas tree was placed on the Exchange trading floor and gifts of clothing, toys, fruits and candy were distributed among the 250 children who attended.

The Rosedale elevator, owned and operated at Kansas City, Kan., by the Marshall Grain Co., was destroyed by fire of unknown origin Dec. 13. The 125,000-bu. capacity elevator contained about 45,000 bus. of grain, mostly corn and oats but with some wheat and kafir. The estimated loss is about \$50,000.—P. J. P.

Frank A. Theis, Kansas City grain man, returned home Dec. 15 from a six weeks' trip in South America. One of the purposes of Mr. Theis' visit was to explore the possibilities of finding an export outlet in Brazil for surplus United States wheat, in connection with the export subsidy program of the F. S. C. C. The trip was a private venture. Mr. Theis also visited in Buenos Aires, Argentina, with his son, who is associated with a grain exporting house there.

Election of E. C. Meservey, Jr., president of the Meservey-O'Sullivan Grain Co., to the presidency of the Kansas City Board of Trade during 1939 was assured when E. O. Bragg, who had also been nominated as a contestant for the position, withdrew. Nominations for the office of second vice-president are E. E. Klecan and Roy E. Swenson. R. A. Kelly, present second vice-president, succeeds to the office of first vice-president by succession. Nominees from which six directors will be selected by vote of the exchange members include G. A. Aylsworth, Paul Bartlett, John Hargis, Sterling Masters, J. P. Parks, H. J. Smith, A. W. Stewart, E. H. Sullivan, W. B. Young. Nominees for the arbitration com'tee, five to be selected, are: George L. Davis, Charles Dreyer, M. L. Gear, J. S. Geisel, Jr., E. C. Hoebel, L. A. Laybourn, W. W. Marshall, J. B. Mitchell, H. G. Stevenson, E. M. Summers. The election will be held Jan. 3.

MONTANA

Redstone, Mont.—A new 20-ton Soweigh Dump Scale has been installed by the Imperial Elvtr. Co.

Hinsdale, Mont.—A new 20-ton 26 x 9 ft. Soweigh Dump Scale has been installed by the Imperial Elvtr. Co.

Lewistown, Mont.—The state-wide terminal grain storage conference will be held in Lewistown, on Dec. 28, 29 and 30. C. E. Baker is in charge of arrangements for the convention.

Lewistown, Mont.—Montana Wheat Growers and others will hold a convention in Lewistown on Dec. 29, 30 and 31, at which time legislation will be drawn up which will permit the state to erect terminal elevators for the storage of Montana hard, high protein wheat. A 10,000,000-bu. minimum is suggested for original plans, in which the grower can store his specialized wheat, keeping it off the market until premium bidding warrants its sale.

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NEBRASKA

Alliance, Neb.—Motor burn-out caused an electrical break down loss at the George Neuswanger elevator Dec. 2.

Pawnee (Pawnee City p. o.), Neb.—The Farmers Union Co-operative Ass'n sustained a small property damage loss on Dec. 11.

Tekamah, Neb.—The feasibility of building an alfalfa mill here is being considered by prominent men of the community.

Willow Island, Neb.—Lemmon Bros. are rebuilding their alfalfa mill, which was destroyed by fire late Oct. 27. The new plant is being built of tile and will be more fire proof than their former structure.

Bertrand, Neb.—The Bertrand Equity Exchange elevator's large coal shed and stock was destroyed by fire Dec. 10. The building contained 10 bins, all filled with coal except the north bin, which contained 115 bus. of ear corn.

Hooper, Neb.—Thieves broke into the Farmers Union Co-operative Co. elevator the night of Dec. 8 and escaped with \$14.90 in cash, taken from a drawer in a desk, and two gallon cans of oil. Entrance was gained through a rear window.

St. Paul, Neb.—E. E. McMillen has been chosen to be manager of the Farmers Elevator, filling the vacancy caused by the resignation of A. J. Thomsen, announced in the last issue of the Journals. Mr. McMillen has been employed at the elevator for some time.

Pilger, Neb.—The Farmers Union Ass'n will take charge of the Cooper & Chace lumber yard and elevator about Jan. 1, it was announced by Emil Heller, manager. Harold Chace, active manager of Cooper & Chace the past three years, has no definite plans for the future but will remain in Pilger for the present.

Hordville, Neb.—Stockholders of the Farmers Grain & Livestock Ass'n held their 32nd annual meeting here Dec. 5, when a gross profit of \$9,388.57 for the year was announced. Six per cent interest patronage dividend was paid on business done with the Ass'n; a 2 per cent patronage dividend was paid to all non-stockholders.

Lincoln, Neb.—Sale of the Gooch Milling & Elvtr. Co. to John C. Vanier, of Salina, Kan., and his associates in ownership and management of important Kansas milling companies, has been announced. It was reported Mr. Vanier had purchased common stock from banks which held it on notes at a price of \$700,000 and is negotiating with preferred stockholders for the purchase of their interests for an additional \$300,000. They have already taken over direction of the business. F. E. Roth, vice-president and general manager of the mills since its organization by the late Herbert E. Gooch 30 years ago, will, under the reorganization, become president and general manager. J. M. Hammond will be sec'y and sales manager, and other members of the executive sales staff will continue with the company in the same capacities.

OMAHA LETTER

Thieves rifled the safe at the Nebraska Consolidated Mills Co. plant at Omaha, taking \$214 in cash and \$75 in bonds. A hole was knocked thru the vault to gain access to the safe.

A. A. Nixon & Co.'s new Omaha elevator is now in service. With a capacity of 45,000 bus., it is especially equipped for truckers' accommodation. Safety has been given primary consideration in the installation of all equipment thruout the plant. All electric motors and switches operating machinery and controlling lights have been completely enclosed and housed, minimizing as far as possible all danger of dust collection or dust explosion, or fires being kindled by stray sparks from electrical equipment.

The Federal Motor Carrier Act of 1935 makes it the duty of the Interstate Commerce Commission to establish reasonable requirements for the control of private trucks when it appears to be needful in order to promote safety of operation by fixing qualifications and maximum hours of service of employees and standards of equipment. The Commerce Commission now finds that such regulations are necessary and is preparing to assume such control. Hearings will be held in several cities on this. One will be held in Omaha on Feb. 7. This regulation will not apply to private trucks used only within the state. But watch out! It may cause the State Railway Commission to renew its proposal to establish control over private trucks, or the legislature may take a notion to pass a law to do that very thing.—J. N. Campbell, sec'y Nebraska Grain Dealers Ass'n.

Courageously fighting a battle for life for the last 14 months, much of which time was spent in an iron lung, a victim of infantile paralysis, Chris C. Crowell, 4th, grandson of C. C. Crowell, 2nd, president of the Crowell Elvtr. Co., Omaha, passed away Dec. 18 at Methodist Hospital.

NEW ENGLAND

Boston, Mass.—Frank J. Ludwig, 61, prominent Boston grain and feed man since 1894 and first vice-president of the Charles M. Cox Co., died Dec. 13 at his home. Mr. Ludwig was one of the organizers of the Boston Grain and Flour Exchange in 1925 and was a former director of the American Feed Manufacturers Ass'n for many years. Mr. Ludwig was vice-president of the Charles M. Cox Co. for many years and when that company became a part of the New England Grain Products Co., he became first vice-president, a position he held until his death. The company operates elevators, mills and retail stores thruout New England. In 1899 Mr. Ludwig had been a member of the Boston Chamber of Commerce and served on various com'tes.

NEW YORK

Kendall, N. Y.—Kendall Produce Co. property was slightly damaged during high winds Dec. 3.

Kings (Greenfield Center p. o.), N. Y.—Sam Seider, Inc., has been incorporated to deal in grain, hay, wheat and poultry feeds.

New York, N. Y.—Henry J. Drake of Broeniman, Inc., has been elected to regular membership on the New York Produce Exchange.

Oswego, N. Y.—Stewart D. Ormsby of Watertown secured an option on part of the former Kingsford plant property, in effect until Dec. 15, and is considering starting a soybean processing plant here.

Binghamton, N. Y.—Heavily weighted floors fell and raised dust ignited by broken wires caused an explosion, Dec. 3, that destroyed the 4-story annex of Geo. Q. Moon & Co.'s flour mill. Loss, \$150,000. The warehouse annex will be rebuilt.

Medina, N. Y.—Herbert Sherman Olmstead, 71, owner of the Olmstead Flour & Feed Mill of Medina, died Dec. 14 of a heart attack. Mr. Olmstead was one of the few millers who still operated a water mill in the section of New York of which Medina is a part. He operated a mill at Orleans, also, at one time.

Buffalo, N. Y.—James P. Sullivan, 44, active in Buffalo feed trade for many years and sales manager of the Old Fort Mills, Harrisburg, Pa., died Dec. 14. Prior to joining the Harrisburg company, Mr. Sullivan had been in the sales and transportation departments of Rex Grain & Milling Co., Traders Feed & Grain Corp., Sunset Feed & Grain Co. and Churchill Grain & Feed Co.

Baldwinsville, N. Y.—Negotiations are pending for the sale of the Baldwinsville Flour Mill property to Eastern Semolina Mills, Inc., according to Charles T. Olson, vice-president and local manager for the Semolina firm. The amount involved to negotiate the sale of the property from the First Trust & Deposit Co. of Syracuse may become a vital point in the certiorari action brought by the Trust Co. against the town of Lysander for a reduction in the assessment on the former Baldwinsville Flour Mills property now in progress.

NORTH DAKOTA

Stanton, N. D.—A new 20-ton Soweigh Dump Scale has been installed by the International Elvtr. Co.

Temvick, N. D.—The Temvick Farmers Elvtr. Co. sustained a small fire loss of unknown cause on Nov. 25.

Bismarck, N. D.—The State industrial commission has accepted the resignation of A. J. Scott as manager of the state mill and elevator and appointed Owen T. Owen, former tax commissioner, in his place.

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Derrick, N. D.—The Derrick Farmers Elvtr. Co. has installed a new Soweigh Heavy Duty Motor Truck Dump Scale.

Cando, N. D.—The Townner County Grain Co. is a new member enrolled during November in the Farmers Grain Dealers Ass'n of North Dakota.

OHIO

Kenton, O.—William J. Ochs, 73, former manager of the Kenton Milling Co., died Nov. 28.

Alliance, O.—Fire Dec. 1 in a conveyor caused some damage to the King Bee Milling Co. plant.

Sedalia, O.—The Sedalia Grain & Lumber Co. has installed the J. B. hammer mill, collector, motors and drives they bought of the Sidney Grain Machry Co.

Belleville, O.—John D. Shafer, owner and operator of the John D. Shafer elevator and a member of the Ohio Grain, Mill & Feed Dealers Ass'n, passed away recently.

Fletcher, O.—The Fletcher Grain & Supply Co. has completed a new drier house, and installed the drier, this work being done for them by the Sidney Grain Machry Co.

Republic, O.—Burdell DeV Vaughn, of Attica, and Kenneth Null, Kansas, have leased the B. F. Weiker flour mill. Alterations are being made for the handling of popcorn.

Hicksville, O.—The Mid-West Popcorn Corporation has moved its offices from Cleveland to Hicksville. Will Flageole and other stockholders have assumed charge of the concern and will continue the business here.

Columbus, O.—New members recently enrolled in the Ohio Grain, Mill & Feed Dealers Ass'n include the G. J. Burrer Mill & Elvtr. Co., Sunbury; C. W. Thompson & Co., East Monroe; the Plank Elevator, Creston, O.—W. W. Cummings, sec'y.

Bainbridge, O.—The Bainbridge Milling Co. mill was destroyed by fire early Dec. 9, including 6,000 bus. of wheat, 1,500 bus. of corn, 1,200 bus. of oats, and 400 bbls. of flour. Q. G. Smith, owner of the plant, stated the losses were partly covered by insurance.

New Washington, O.—The Ohio Soya Co. has been incorporated, capitalized at \$91,800. The plant, which will have a processing capacity of 700 bus. per day, will be ready for operation soon. The Ohio Soya Co. originally started as the Co-operative Milling & Marketing Co.

OKLAHOMA

Westville, Okla.—The Whitaker Flour & Feed Mill was destroyed by fire the night of Nov. 29.

The Kimbell Milling Co. recently installed new Howe Scales at its Oklahoma plants at Carmargo, Granite, Wapanucka and Gore.

Chelsea, Okla.—C. R. Potter, of Chanute, Kan., has leased the Chelsea Flour Mill, taking charge Dec. 10. He has placed William Tysor in charge as local manager.

Tipton, Okla.—Andy Clark, manager of the Newsom Elevator, has recently repaired the elevator, erected a new bin and installed new feed collectors and sacking attachments. He plans to install a new feed cutter in the near future.

PACIFIC NORTHWEST

Seattle, Wash.—The Pacific Northwest Feed Ass'n will hold its convention Feb. 22 in Seattle.

Okanogan, Wash.—Ralph Walton of the Farmers' Feed Store has installed a new hammer mill.—P. J. P.

Sherwood, Ore.—The C. A. Bolack feed mill at Six Corners has been purchased by Mr. and Mrs. James Buckland, recently from Delake, who took immediate possession. Mr. and Mrs. Bolack returned to their former home in Kansas.

Portland, Ore.—Ray Maier, manager of the grain department of Albers Bros. Milling Co., Seattle, for the past 15 years, has resigned, effective Dec. 1. He has not announced his plans for the future, other than that he will take a short vacation. He has been succeeded by Al Anderson.

Spokane, Wash.—Attention of Washington grain dealers is called to the following: Grains awaiting transit to out-of-state points are tax exempt for six months only. Grain owned by a farmer or the original producer is tax exempt for one year. This means that the 1937 crop will be taxable on Jan. 1, if it is still owned by the original producer.—Ted Brasch, sec'y Pacific Northwest Grain Dealers Ass'n.

Portland, Ore.—A spectacular fire Dec. 12 destroyed the huge grain warehouse of Globe Mills of Los Angeles here, operated by Kerr, Gifford & Co. The 500-ft. frame structure contained between 150,000 and 200,000 bus. of sacked grain, all of which was destroyed. The storage elevator holding 650,000 bus., alongside the frame warehouse, was not reached by the flames. James McDonald, sec'y of Kerr, Gifford, estimated the loss in grain alone at \$100,000. Possibility of incendiarism is being investigated.—F. K. H.

Culdesac, Ida.—Lewiston Grain Growers, Inc., directors, are formulating plans to erect a 250,000-bu. elevator and grain warehouse on the site of the structure destroyed by fire the night of Dec. 6, in case the F. C. A. decides against rebuilding, according to an announcement made by J. W. Shepard, manager of Lewiston Grain Growers, Inc. Out of the 160,000 bus. of grain in storage at the elevator and the warehouse at the time of the fire, it is estimated that about 125,000 bus. can be salvaged. After adjustment of the loss, the insurance company will sell the salvaged grain.

Spokane, Wash.—E. L. Sammons, who recently resigned as grain warehouse auditor of the state department of agriculture, Olympia, has assumed the position of warehouse examiner for the Lawrence Warehouse Co., of which W. P. Shirk is manager. Few grain men are better known to the grain trade in the Pacific Northwest than Mr. Sammons. The Lawrence Co., a national concern, has expanded to such an extent in its warehousing activities in the Inland Empire that it was felt necessary to employ an expert grain man to handle that division of the business. Mr. Sammons will have jurisdiction over territory embracing Washington, Oregon, Idaho and Montana. With his family, he will make his home here.

PENNSYLVANIA

Cornwall, Pa.—Laban Wenger recently purchased a ton Sidney Vertical Mixer.

SOUTH DAKOTA

Aberdeen, S. D.—O. P. Harren of Freeport, Minn., has arrived here to assume active management of the Sheldon F. Reese Elevator.

Gayville, S. D.—C. R. White, of Minneapolis, has been placed in charge of the Western Terminal Elvtr. Co. elevator. P. J. Carlow, retiring manager, has gone to Kennebec.

Aberdeen, S. D.—A daughter, who has been named Louise, was born to Mr. and Mrs. Clifton C. Anderson, Nov. 30. Mr. Anderson is assistant sec'y of the Farmers Elevator Ass'n of S. D.

Pukwana, S. D.—The Farmers Elvtr. Co. of Pukwana has been incorporated, capital stock \$25,000. Directors are Martin A. Peterson, W. G. Liddiard and E. F. Ritzman, all of Pukwana; John W. Keihm, Bijou Hills, and G. T. Furcell, Kimball.—A. G. T.

Platte, S. D.—The Platte Mill, recently purchased by the Farmers Union Grain & Livestock Co. from the city, opened for business Dec. 17. The public was invited to inspect the plant on that day. A. E. Rasmussen is president of the board of directors of the new mill and Earl Sly will be vice-president. Frank Pasek is sec'y.—A. G. T.

Tea, S. D.—The Derr Grain Co. elevator was destroyed by fire, believed to have started from spontaneous combustion, Dec. 16. The loss is estimated at between \$8,000 and \$10,000, covered by insurance. The elevator has been used for temporary storage during the shipping season, and only about 2,000 bus. of oats was on hand at the time. J. P. Olson is manager of the elevator.

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CHICAGO

SOUTHEAST

Charlotte, N. C.—The Southeastern Milling Co., K. W. McJunkin owner, opened for business Dec. 9.

Marshville, N. C.—H. T. Gaddy recently installed a large grain cleaner, furnished by the Sidney Grain Machinery Co.

Concord, N. C.—The Raiford Feed & Seed Store recently installed a large seed cleaner, furnished by the Sidney Grain Machinery Co.

Cashville (Woodruff p. o.), S. C.—Julius Caesar Hudson, 72, operator of a grain mill here for 29 years, died Dec. 1, of a heart attack.

TENNESSEE

Livingston, Tenn.—The Gate City Mills has installed the new Sidney Mixer they bought recently.

TEXAS

Lorenzo, Tex.—Paul V. Ingram has installed a poultry and stock feed grinding mill here.

Burkburnett, Tex.—Don H. Taylor and D. L. Scott of Wichita Falls have purchased the Burkburnett Milling Co. The mill has been completely overhauled.

Beaumont, Tex.—James E. Walker, 47, vice-president and general manager of the Sabine Grain Co., died at John Sealy hospital in Galveston Nov. 30, after suffering a stroke a few days before. Mr. Walker had served as manager of the grain company for about eight years, but had been in the grain business in Beaumont and the county for 20 years.

FORT WORTH LETTER

The Transit Grain & Commission Co. has moved its Fort Worth offices from the Exchange building to its elevator and mixed feed plant in North Fort Worth.

If you are operating under a name other than your own and not incorporated, you are subject to \$100 fine every day you operate, unless you have filed with the county declaration of trade name. Some district attorneys are on the war-path, so attend to this at once.—G. E. Blewett, sec'y Texas Grain & Feed Dealers Ass'n.

Gov.-elect O'Daniel will resign his office as president of the flour company bearing his name before he is inaugurated as Governor on Jan. 17, he has announced. He stated the corporation probably will continue its commercial broadcasts under the new regime, but that he would not take part in them. The series of non-commercial radio programs he has been conducting from his home on Sunday mornings will be continued from the executive mansion, he said.

In a recent conference with Governor O'Daniel, arranged at his suggestion, G. E. Blewett, sec'y of the Texas Grain & Feed Dealers Ass'n, discussed the truck peddler bill, warehouse bill, truck load limit, Texas wage and hour law, Texas wheat acreage allotment, with him at length. Mr. Blewett states the Governor appreciates the problems of the grain and milling trade and is in accordance with its views on these laws, and will give the trade all the support possible.

Official C.C.C. corn form reads: "Loans will be made at the rate of 43c a bu. on warehouse receipts representing shelled corn produced in Texas, stored in approved warehouses. No allowance will be made on freight for shelled corn by C.C.C.; if and when any of the pledged corn is shipped by C.C.C., allowance will be made for the reshipping value of any paid freight bills duly registered for transit privileges returned to C.C.C." Thus, it will be seen the Texas farmers will be able to borrow 43c less the freight and the shelling cost, which would be about 28c a bu. of 72-lb. corn on the farms. So I don't think the corn loan will give you any trouble.—G. E. Blewett, sec'y Texas Grain & Feed Dealers Ass'n.

WISCONSIN

Potter, Wis.—The Potter Elevator Co., Inc., has announced its appointment as an approved mixing station.—H. C. B.

Rice Lake, Wis.—Joseph A. Campbell, 44, for a number of years employed by the A. A. Bergeron Feed Mill, died in a local hospital recently.—H. C. B.

Superior, Wis.—The Cargill, Inc., paid this city \$39,057 for 1938 real estate taxes on its elevator properties.—F. G. C.

Pittsville, Wis.—Fire destroyed the Tyjeski feed warehouse here. The warehouse contained a quantity of baled hay and salt.

The rate of interest for the month of January has been determined by the Finance Committee of the Milwaukee Grain & Stock Exchange at 5%.

Merrill, Wis.—The Consumer's Co-operative Exchange, to advertise the installation of a new feed mixer, offered to mix feed free of charge until Christmas.—H. C. B.

Merrill, Wis.—Leo Gensmann, 59, associated with his brother-in-law, Paul Gebert, in the milling business, died Dec. 6 in a local hospital after several years' illness.—H. C. B.

Superior, Wis.—The Kellogg elevator has been declared no longer regular for receipts deliverable upon contracts by action of the Duluth Board of Trade directors upon request of the owners of the elevator.—F. G. C.

Superior, Wis.—Superior organized labor has gone on record as favoring the purchase of the mills owned by the Standard Milling Co., now closed. The East End Chamber of Commerce of Superior recently approved purchasing the mill property.—F. G. C.

Campbellsport, Wis.—Bauer Bros., feed dealer, is co-operating with other local merchants in staging week-end movies at the opera house. The feed firm furnishes patrons with special discount tickets which admit the bearer to the movies for five cents.—H. C. B.

New London, Wis.—The New London Farmers Exchange held open house all day Dec. 17, when formal opening and dedication of the company's new elevator and grist mill was celebrated. A picnic lunch and short dedication program was enjoyed at noon, when gifts were distributed among the visitors.

Merrill, Wis.—William Zander, proprietor of the Farmers' Feed Store, staged a special "thank you" celebration Dec. 9, which included a number of free prizes. Free coffee and doughnuts were served from 9 a. m. to 9 p. m. and prizes given for the largest feed order, the largest grinding order and the largest Gold Medal order. S. C. Olson, feed representative for Washburn, Crosby Co., conducted a continuous discussion on poultry and livestock feeding problems.—H. C. B.

Milwaukee, Wis.—Francis A. Cummings, senior grain supervisor with the Bureau of Agricultural Economics' district office at Minneapolis, Minn., has been appointed officer in charge of the bureau's Milwaukee district office of the Federal Grain Supervision, to succeed Morton J. Johnson, who has been promoted to charge of the bureau's Minneapolis district office. Mr. Cummings entered the service as a grain sampler in 1917, previously being with the Minnesota State Grain Inspection Dept.

Agricultural Products Exports during October were 62 per cent of pre-war, against 82 per cent in October, 1937.—Bureau of Agricultural Economics.

An Appreciation

At a Grain Dealers' meeting in Onarga, Dec. 15th, Curt Stout, Manager for Lowell Hoyt & Co. at Gilman, Ill., was given a Hamilton wrist watch by the country elevator operators of Northern Illinois. L. M. Walker of Gilman, in making the presentation said:

During the years we have been engaged in the grain business, we have known many grain men; some of them intimately.

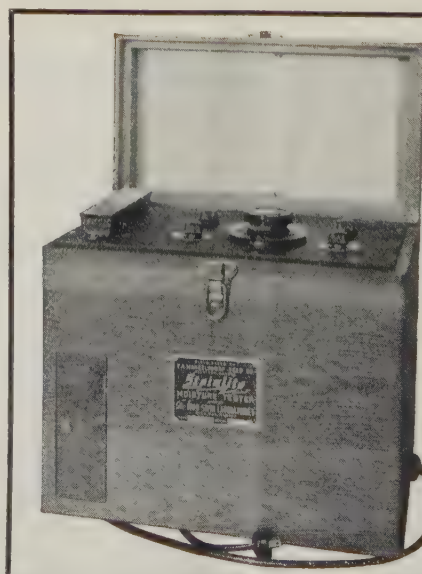
Failure and success have come to managers of elevators as well as to the individual operator, and for the same reasons. There are, however, very few men in the business today who have not learned by necessity, to forget—but fewer still who are by nature "self-forgetful." How refreshing it is to find one, here and there, who is willing to devote his efforts and talents for the good of a cause, and whose spirit of service to the trade as a whole, transcends all things else, even to the exclusion of personal pecuniary gain.

In the matter of securing for the shippers, a lower local freight rate, Curt Stout has worked with ever increasing zeal in our interests. I know, personally, by reason of having worked by his side—something of the time he has given; something of the intensive study he has devoted to this many sided problem; and something of the energy and enthusiasm he has put into our program.

Whether this group of grain men ever get the local freight rates lowered, or not, we owe to Curt Stout an everlasting debt of gratitude for his efforts in our behalf. We have thanked him individually and have expressed our appreciation in a very sincere way, but tonight we would do more than that. We would present to you, Curt, this Hamilton wrist watch which we trust will be abiding evidence of our appreciation. We hope it will serve you well through the years, and will bring to you joy for service rendered in "self-forgetfulness."

The United States Sugar Corporation, under legislation providing for a bounty to sugar beet producers, in a recent year drew the largest bounty check—\$1,250,000—which had ever been issued. Nevertheless, Clarence Bitting, in behalf of this company, testified as follows: "We desire to record our objection to legislation that legalizes a raid, by special interests, on the public treasury, even if, as this legislation provides, we are entitled to membership in the raiding party."

The Dept. of Agriculture has not succeeded very well as to prices, with farmers not well pleased, as indicated by the voting this year in eliminating the McGill-Pope influence in Congress. Advertising to the world the overproduction in U. S. and planning a crop control plan that did not originate with the farmer, as indicated by the attitude of the National Grange, has had much to do with prices today. Based on the old gold dollar, grain prices in U. S. are the lowest in history.—Smith-McLinden Grain Co.



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CHICAGO, ILLINOIS

Grain Carriers

Fort William, Ont.—Eighteen vessels remain here after the close of navigation, to load grain to go out when navigation opens in the spring.

Washington, D. C.—Grain and grain products were loaded into 34,421 cars during the week ended Dec. 10, compared with 34,588 during the corresponding week a year ago, reports the Ass'n of American Railroads.

Examiner Disque of the Interstate Commerce Commission will hear testimony Jan. 16 at Bismarck in an investigation into intrastate rates on grain and grain products ordered reduced by the North Dakota Commission.

By applying for a certificate as common carrier the Wood Lake Grain Co. succeeded in having the Interstate Commerce Commission define its status as private carrier of grain, coal and millfeeds between Wood Lake, Neb., and points in Iowa, Nebraska and South Dakota.

Portland, Ore.—The National Grange at its recent annual meeting here, declared opposition to any legislation or regulations "which impose unnecessary and unreasonable restrictions upon the trucking industry," or which "impair the right of farmers to haul their own products to market, or to haul back supplies needed upon their farms."

Minneapolis, Minn.—Annual grain receipts at Minneapolis of from 80,000 to 125,000 cars must pay charges of \$1.98 to \$3.25 per car for switching from one line to another for delivery to elevators and mills, stated witnesses before a joint hearing by the Interstate Commerce Commission, and the Minnesota Railroad & Warehouse Commission here early this month. These charges encourage shippers to consign their grain elsewhere. The Minneapolis Traffic Ass'n is asking abolition of the charges.

Kansas City, Mo.—An extension of 60 days in the effective date of the new rates in docket 15037, grows out of possible conflict between this decision and prior decisions in Atkinson Milling Co. v. A. A. R.R. Co. (164 I.C.C. 523) and Pillsbury Flour Mills v. A. C. & P. R.R. Co. (171 I.C.C. 168). C.F.A. carriers contend they cannot apply new Southwest proportional rates from Chicago on trans-Mississippi grain milled in the Northwest and still comply with the order in I.C.C. 15037, which demands equal rates from Minneapolis and Kansas City into C.F.A. territory.

"The government policies of subsidizing the competitors of the railroads, of forcing the railroads to maintain wages higher than their managements consider warranted, of requiring them to employ or continue the employment of persons that are not needed, and of increasing railway taxes, all tend more and more strongly every day to make their operating costs and taxes greater than they can pay from their gross earnings, and if they are continued, will force the federal government either to adopt a policy of subsidizing the railroads, or to take over their ownership and management."—*Railway Age*.

Transit Case Reopened

The Interstate Commerce Commission has reopened No. 27580, Atkinson Milling Co., No. 27628, Kansas City Board of Trade and Omaha Grain Exchange, involving the grant of transit privileges at rate-break points in addition to proportional rates from the rate-break points.

In its prior decision the Commission refused to issue a mandatory order requiring the railroads to grant transit.

Western Grain Rates Under Fire

A two day conference of grain dealers from the principal markets in Missouri, Kansas, Nebraska and Iowa with representatives of western railroads in the Hotel Continental, Kansas City, Mo., closed Dec. 16.

Railroad representatives took under advisement a proposal that western trunk lines reduce rates on corn 25% to 30% to meet the competition of itinerant truckers, but remained non-committal.

Nebraska Railroads Will Cut Rates

The Nebraska Railway Commission has authorized all Nebraska railroads to slash their intrastate rates to meet motor carrier competition. The order is effective Jan. 2.

In an application for this privilege, Nebraska railroads declared they were handicapped by lower rates granted trucks last Feb. 14.

Under their new privilege, Nebraska railroads are expected to adopt the airline mileage basis used by truckers, which will represent an average freight reduction of 20%, applying to about 90% of the intrastate shipments.

This will help to get grain shipments back on the rails where it belongs.

Texas to Fight Increased Rates

Taking exception to the recommendations of Examiners Mackley and Hall of the Interstate Commerce Commission in dockets 27725 and 27337, intrastate coarse grain rates in Texas and differentials applying to Dimmitt, Magic City, Densworth, and other points, as reported on page 501 of the Dec. 14 issue of Grain & Feed Journals, the Texas Grain & Feed Dealers Ass'n has declared its intention to file a strong protest with the Commission.

The examiners are accused of disregarding evidence introduced showing that Texas freight rates are from 10% to 25% higher than the rates for the same mileage haul in Oklahoma, Kansas, Iowa, and other grain producing states.

Says G. E. Blewett, sec'y of the Texas Grain & Feed Dealers Ass'n: "It is beyond question that if this coarse grain rate is advanced (as recommended) to the wheat level, it will mean a much larger increase in truck movement. In fact, unless the wheat rate is decreased to the coarse grain level, it means a much larger truck movement of wheat."

"I have been reliably informed that one mill in Houston has this year received over 250,000 bushels of wheat by truck. Since the nearest wheat fields to Houston are over 250 miles away, it is highly possible that this wheat may have moved as far as 500 miles."

Truck Bill Planned in Ohio

Representatives of a dozen Ohio trade organizations gathered this month to formulate a plan for control of the activities of itinerant peddlers who operate trucks.

Sec'y W. W. Cummings of the Ohio Grain, Mill & Feed Dealers Ass'n is one of a committee of five appointed at this meeting to draft an itinerant truck-peddler bill for presentation to the next Ohio legislature. Such a bill is expected to receive the support of the State Highway Patrol, the Public Utilities Commission, the Ohio Chamber of Commerce, and the officers of the Highway Truckers Ass'n.

Says Mr. Cummings: "No one has a desire to put the legitimate trucker out of business. But something must be done to regulate the men who operate antiquated and unsafe equipment on public highways, and whose transportation business is merely incidental to unestablished buying and selling."

Lake Shipments of Grain from Chicago Increase

More than half of the lake movement of grain from Chicago during 1938 went to Canadian ports, according to a report compiled by Lyman C. West, statistician for the Chicago Board of Trade.

This report shows lake shipments totaling 27,048,000 bus. went to Buffalo, while 13,358,000 bus. went to Oswego, and only 56,000 bus. (all corn) went to Philadelphia.

The weight of other lake shipments went to Canadian ports listed as Depot Harbor, Port Colbourne, Kingston, Sarnia, Montreal, Owen Sound, Toronto, Quebec, Three Rivers, Walkerville, Sorel, Tiffin, Goderich, Midland, Cardinal, Collingwood and Prescott. Among these, Port Colbourne and Kingston led as lake destination points, Port Colbourne receiving 11,035,000 bus., and Kingston, 12,049,000.

Chicago lake shipments of grain totaled 95,531,000 bus. during the year, compared with 33,076,000 bus. during 1937. Corn accounted for the greatest share of this volume, the figures showing (with comparative 1937 shipments in parentheses): Wheat, 12,654,000 bus. (19,254,000); corn, 81,121,000 bus. (7,079,000); oats, 1,491,000 bus. (4,803,000); rye, 91,000 bus. (1,940,000); barley, 174,000 bus. (none).

Included in these totals is one boatload of 61,000 bus. of corn that moved direct from Chicago to Sweden in a ship suited to travel on both the lakes and the ocean.

Lake shipment of soybeans showed an increase during the year, totaling 2,305,000 bus., compared with 1,282,000 during 1937.

In lake boats, afloat at Chicago on Dec. 17, were 1,977,000 bus. wheat, 2,057,000 bus. corn, 172,000 bus. oats, and 626,000 bus. rye.

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Field Seeds

Fargo, N. D.—E. M. Gillig, 44, North Dakota's State Seed Commissioner since 1929, passed away suddenly Dec. 10, at his home here.

Corvallis, Ore.—The seed com'te of the Oregon Feed Dealers Ass'n met here Dec. 21 to consider and organize proposed revisions in the Oregon Seed Law.

Greenville, Ill.—I have shipped over 500 bushels of medium red clover seed this season, and there is about 40% of the crop still in the farmers' hands.—L. A. Junod.

Yreka, Cal.—Alfalfa seed growers have formed the Scott Valley Seed Growers Ass'n to market about 100,000 pounds of seed annually.—W. H. B.

Yankton, S. D.—George Gurney has been elected executive vice president and general manager of the recently expanded House of Gurney, Inc., and placed in full charge of both the seed and the nursery business.

Louisville, Ky.—The Kentucky Seed Dealers Ass'n will hold its annual convention in the Kentucky Hotel here on Tuesday, Feb. 7., the first session opening at 11 a. m., announces G. E. Hays, Jr., sec'y-treas.

Regina, Sask.—Bank credit for purchase of seed wheat by Saskatchewan farmers is drying up. Out of \$20,000,000 loaned to them last spring for seed, feed, and supplies, only \$200,000, or 1%, has been repaid.

Spokane, Wash.—Henry J. Beneke, of the Beneke Seed Co., passed away Dec. 3. The business of this pioneer Pacific Northwest seed company continues under the management of Henry Beneke, Jr., and his brother, George.

Saskatoon, Sask.—H. A. Crofford, vice-president of the United Farmers of Canada, has initiated a move for distribution of Thatcher and other rust-resistant seed wheat to farmers at the market price for wheat of like grade, plus 1½¢ a bushel diversion charge.

Chicago, Ill.—"Proposed Federal Seed Legislation," a discussion led by Harry Hobbs, Detroit, Mich., was a leading subject before a meeting of the Seed Council of North America here Nov. 30. Officers elected are: Ralph Crim, president; L. A. Moore, vice president; A. L. Stone, sec'y-treasurer.

Stillwater, Okla.—Wheat test plots have been located short distances from Cherokee, Geary, Okeene, El Reno, Lone Grove, Lawton, Clinton, Seiling, Enid, Minco, Medford, Blackwell, Kingfisher, Hobart, Fairview, Perry, Edmond, Stillwater, Grandfield, Cordell, and Alva, according to Frederic T. Dines, who has charge of Oklahoma's wheat improvement program, under the sponsorship of grain dealers, millers, and other commercial interests.

Denver, Colo.—Leading growers of Colorado registered and certified farm seeds will exhibit at the 17th annual Colorado Pure Seed Show, which will be held in connection with the National Western Stock Show here Jan. 28-Feb. 4.

Columbia, Mo.—The Missouri College of Agriculture has announced first place winners in the 1938 Missouri Corn Growers Ass'n seed show as: L. H. Gale, Hayti; Missouri Hybrid Seed Co., Fulton; C. H. E. Walther, Boonville; Morton Tuttle, Prairie Home; M. B. and Allen Church, Paris.—P. J. P.

Clarinda, Ia.—The Berry Seed Co. and others have petitioned for review of the Federal Trade Commission's cease and desist order directing this company to discontinue representations that its seed is free from weed seed and other foreign matter; that all its seeds are high in germinating power and cleaned with its own equipment; that every shipment is tagged or labeled to show purity and germination, and that the seed is of a stated variety, when such are not the facts.

Washington, D. C.—Much of the 1,179,400 pounds of Chewings fescue seed imported from New Zealand in the past year was low in germination, reports the Bureau of Plant Industry. Over 200,000 tested less than 60 per cent germination and over 40,000 pounds less than 30 per cent. Shipments of the two preceding years rated high in germination but those of 1933 and 1935 included considerable poor seed. In all, 5,751,400 pounds of Chewings fescue seed have been imported from New Zealand during the past six years. Only a small quantity of the seed is produced domestically—in Oregon.

Sacramento, Cal.—After years of intensive breeding work, Dr. F. N. Briggs of the division of agronomy, University of California, in co-operation with the United States Department of Agriculture, has developed smut and stem rust resistant varieties of White Federation 38 and Baart 38 wheats. Dr. Briggs' theory has been that the present varieties of wheat or other cereals in California have been established as pretty good varieties. Furthermore, they have been here quite some time, the trade knows and is familiar with them. Dr. Briggs therefore took the standard varieties and bred resistance in them but did not change them, they are still Baart and White Federation wheat.—W. H. B.

Penalty of Success

Odd thing about taxes—the better you are as a citizen, the more you are penalized. If a business keeps up its buildings and properties, maintains a sound financial position, sells honest merchandise and furnishes regular employment, the tax assessor collects handsomely. The business is even taxed on the profits it puts back into the firm to better its service and furnish more employment.

But, if the business is poorly managed; if buildings and machinery are allowed to go to pieces; if poor service and poor merchandise send the business sliding downhill and throw people out of work, the tax assessment goes down.

The situation is as unjust as it is inevitable. Perhaps someone, some day will figure out a way to reverse matters and still collect enough taxes to maintain our governments.—*Armour's Monthly Magazine.*

Southern Ass'n Opposes Government in Seed Business

"I am opposed to the government going into the seed business and supplying farmers with seeds in lieu of money for their soil improvement payments," declared Oscar Johnston, Scott, Miss., in the leading featured address following opening of the annual mid-winter meeting of the Southern Seedsmen's Ass'n, held in the Peabody Hotel, Memphis, Tenn., Dec. 12, over which the ass'n's president, Frank D. Keller, Shawnee, Okla., presided. "Pay them money and let them buy their seed from legitimate seed dealers."

MR. JOHNSTON commended the government for aiding cotton farms during the last six years. Cotton acreage reduction has opened new markets to the seedsmen for legume and grass seeds, he said. But the government has concentrated too much on production. Cotton farmers need new markets. The recently formed National Cotton Council attacks the problem from the standpoint of consumption. New uses for cotton are needed to offset the loss of our foreign markets. Mr. Johnston urged close co-operation between state seed ass'ns.

Mr. Johnston's outburst over government in business had its origin in Austrian pea and vetch seed being supplied to farmers in place of soil conservation payments. This question received lengthy discussion later, that ended with adoption of two resolutions, as follows:

Oregon Shippers

RESOLVED that we ask the Oregon shippers, as well as northern and eastern brokers, not to quote on seed direct to the government, but to let it go thru some jobber.

Government Distribution

RESOLVED that the Southern Seedsmen's Ass'n is opposed to the policy of the A.A.A. distributing legume seed and any other merchandise in payment for compliance with the Soil Erosion Program and that a com'te be appointed by the president to draw up a form letter, to be sent to the members of the ass'n, to be used in contacting their federal representatives in Congress.

STUART SIMPSON, Monticello, Fla., led the discussion of state seed ass'n and seed council accomplishments, and called upon the following state ass'n representatives to continue the discussion:

R. E. LAMBERT, Alabama: Council seeking remedial seed legislation and acting to forestall unfavorable action.

R. L. DORTCH, Arkansas: Machinery has been set up to protect legitimate seedsmen in the Arkansas State Planning Board.

H. G. HASTINGS, Georgia: An organization in Atlanta acts in an informal manner for protection of the seed trade, but a formal organization may become necessary.

MARTIN YOPP and George Hays, Kentucky: Regularly called council meetings are well attended by seedsmen.

LANE WILSON, Louisiana: Seedsmen and the State Department of Agriculture are co-operating.

N. P. PACE, Mississippi: Seedsmen are seeking to work out a plan for cooperation with the state college.

W. GREYSON QUARLES, North Carolina: Seedsmen work closely with the State Department of Agriculture thru their organizations.

FRANK KELLER, Oklahoma: Seedsmen

Directory

Grass & Field Seed Dealers

CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

GREEN SPRINGS, OHIO

The O & M Seed Co., seed merchants.

PAULDING, O.

Stoller's Seed House, wholesale field seeds.

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Production of Grass Seeds

Seed production annually as reported by the U. S. Dept. of Agriculture has been as follows, in thousands:

Red and Alsike Clover	Sweet Clover	Timothy	Alfalfa	Les- pedeza
bus.	bus.	bus.	bus.	lbs.
1938... 2,204	914	1,494	998	189,210
1937... 781	954	2,350	944	99,165
1936... 1,172	770	927	888	38,364
1935... 1,170	699	4,197	1,012	60,510
1934... 1,050	626	261	820	47,830
1933... 1,474	709	835	1,025	65,980

and their state ass'n cooperate with the Oklahoma Crop Improvement Ass'n for beneficial legislation.

A. E. RUHMANN, Texas: Present plans call for organizing the seedsmen in the state next year.

HONORABLE WALTER CHANDLER, Memphis, congressman from Tennessee, and author of the National Bankruptcy Act, spoke on the Wage-Hour Law at the afternoon session, declaring it was not the intention of Congress to pass an act that would affect office workers employed on a yearly basis, and paid by the month. He anticipated a drive for a 30 hour week when Congress meets again.

H. G. HASTINGS, Atlanta, Ga., speaking on "More Profit in the Seed Industry," declared that the distribution of profit can only be made when costs and the volume of business done are accurately known, and constitute the basis for establishing selling prices. Those familiar with the percentage of increase in volume needed to offset a loss in gross profit per dollar, will think long and hard before making unnecessary and unfair price reductions.

The ass'n approved national legislative work for the seed trade with the following resolution adopted at the closing session:

National Legislation

RESOLVED that we, the members of the Southern Seedsmen's Ass'n, in convention at Memphis, do hereby ratify and approve the excellent work done by the legislative committee of the American Seed Trade Ass'n.

RESOLVED, and recommended, that effort be continued to include in said bill the two fundamental principles of the indistinguishability of seeds and for the Master Control Sample Plan, and therefore be it

RESOLVED that this ass'n hereby grants the incoming legislative committee full power to act in our behalf to the end that the best legislation for the greater number may be obtained.

Colorado Seedsmen Re-Elect Patterson

The 16th annual convention of the Colorado Seedsmen's Ass'n was held in the Oxford Hotel, Denver, Dec. 3. President R. E. Patterson presided.

A closed business session at which legislation, operative policies, and seed selling problems were the principal subjects discussed, filled most of the morning.

W. P. WOOD, JR., was the convention's featured morning speaker, using for his subject the governmental practice of issuing seed in place of cash allotments to farmers complying with the A.A.A.'s soil conservation program. He pointed out that the A.A.A. has established a dangerous precedent in distributing 200,000 pounds of seed to drouth-stricken farmers in North Carolina, warned that such a governmental practice might cause incalculable loss of revenue to seedsmen, and suggested the concerted action by seedsmen might keep the idea out of Colorado.

The Colorado seedsmen responded with a resolution favoring legislative action enjoining the federal farm rehabilitation bureaus from issuing seeds in lieu of monetary allotments.

MISS ANNA LUTE, seed analyst at the Colorado Experiment Station, spoke on "Seed Legislation," outlining the prospective federal seed law, at the afternoon session.

WARREN H. LEONARD, agronomy associate professor at the University of Colorado, declared hybrid field corn gave favorable results in tests at Akron, Fort Collins and other parts of the state this year.

ELECTION of officers placed: Robert E. Patterson, re-elected president; C. A. McClure of Robinson Grain Co., vice-president; Charles I. Simpson, re-elected sec'y-treasurer.

Delegates voted to hold a summer meeting on the campus of Colorado Agricultural College at Fort Collins next year.

Tennessee Seed Dealers Meet

Ed Hicks, Jr., presided over a meeting of the Tennessee Seed Dealers Ass'n at Memphis, Dec. 11. This was an afternoon meeting, preceding the annual convention of the Southern Seedsmen's Ass'n on Dec. 12.

A. J. Biggio, Dallas, Tex., reported on activities of the Texas Seed Council. Frank D. Keller, Shawnee, Okla., and president of the Southern Seedsmen's Ass'n, reviewed Oklahoma seed ass'n affairs. Stuart Simpson, Monticello, Fla., did the same for the seedsmen of his state.

State Seed Analyst F. H. Spanier pleaded for expansion in the personnel of his department, expressed a need for new and modern equipment; and suggested possibilities for some needed changes in the Tennessee Seed Law.

E. D. Hicks, Jr., was re-elected president. J. C. Cook, Jr., and F. E. Rankin were elected vice-presidents.

Montreal, Que.—The first cargo of Australian corn ever shipped to Canada arrived here recently on the Greek steamer Galaxis from Cairns in Queensland.

Bargain Seed Is No Bargain in Illinois

Samples of agricultural seeds numbering 11,600 were received at the laboratory of the Illinois Division of Seed Inspection during the fiscal year ending June 30, 1938, reports L. A. Moore, acting chief seed analyst. Of this total, 275 were official samples taken by inspectors of the Division; 212 were collected by inspectors from planters and seeders, and 857 were submitted by federal and state institutions. The remaining 10,256 samples were submitted by seed dealers and farmers.

The records show the percentage of unsalable samples at 9.2%, which is .2% higher than a year ago, but 3.8% lower than the preceding year, and 2.3% lower than the average of the 6 years, 1929-35. Says Analyst Moore: "Considering the shortage of certain seeds, the low percentage of unsalable samples is encouraging. Obviously a great majority of Illinois seed dealers are cooperating with the Division in an effort to raise the standard of seed sown by Illinois farmers. . . . Farmers who sell seed for seeding purposes are not exempt from the Illinois Seed Law."

The following table, compiled from the records of the laboratory, shows a comparison of "bargain seed" with seed offered by seed dealers in Illinois. It is based on 75 official samples of "bargain seed" and 169 official samples of seed taken from Illinois seedsmen by inspectors:

	Bargain seed.	Illinois dealers
Unsalable samples	9.3%	5.3%
Common weed free	0.0%	8.3%
Noxious weed free.....	17.3%	46.7%
Violation in labeling "Noxious Weeds"	25.3%	10.6%
Violation in labeling "Purity"	17.3%	9.5%
Violation in labeling "Germination"	13.3%	7.7%
Purity 99% or better.....	30.7%	56.2%
Purity below 97%.....	46.0%	15.4%
Germination above 90%.....	35.5%	73.8%
Germination below 75%.....	28.3%	8.1%
Samples containing:		
Canada thistle	22.7%	3.5%
Perennial Sow thistle	5.3%	0.0%
European Bindweed	0.0%	0.0%
Wild Garlic	0.0%	0.6%
Quack Grass	0.0%	0.6%
Dodder	14.7%	9.5%
Wild Mustard	36.0%	12.4%
Wild Carrot	8.0%	1.2%
Buckhorn	38.7%	18.9%
Bull Nettle	14.7%	5.9%
Dock	56.0%	32.0%
Ox-Eye Daisy	10.6%	3.0%
Johnson Grass	0.0%	0.6%
Dyed Seed (European grown)	1.3%	1.1%

Changes in Seed Rates

A substantially lower rating on lespedeza clover seed moving from points in Southern territory to destinations in southwestern and Kansas-Missouri territories; from points in southern territory to St. Louis, Mo., and group points intermediate thereto in Illinois and Indiana on the C. B. & Q., Illinois Central, L. & N., M. & O., Missouri Pacific, St. L. & S. F., and Southern railroads, and between points in Southern territory, becomes effective Jan. 2, according to J. George Mann, chairman, Traffic Com'te, American Seed Trade Ass'n. His authority is the Southern Freight Ass'n's supplement No. 38 to its Exceptions Tariff No. 17, I. C. C. No. 72 to the Southern Classification and the Official Classification, issued by E. H. Dulancy, Agent, under Item 1427, Class 26 rating, minimum weight 30,000 pounds.

Still before eastern railways rate com'te is the request for extension of Western territory field seed rates to eastbound interterritorial seed traffic to points in Official Classification Territory.

The Central Freight Ass'n recommended two groups of rates on seeds, i.e., Columns 32½ and 27½—the New England Freight Ass'n concurred, but the Eastern Trunk Line Ass'n Com'te refused to concur. The application will be considered further at the joint conference of the Central Freight Ass'n, Trunk Line Ass'n and New England Freight Ass'n Com'tes, which will convene in Buffalo, N. Y., the week of Jan. 16.

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FIELD SEEDS

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Clover and Timothy Seeds

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REED CANARY (PHALARIS) SEED

Recleaned country lots at first hand prices. Grown here on old hardy Minn. fields. Yields 4-10 tons per A. on worthless wet, boggy and muskeg land. Samples and prices on request.

DAVIS SEED CO., St. Peter, Minn.

We are in the market for
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FARM SEEDS

Send samples for highest bid
to our nearest office:

SIoux CITY, IA. IOWA CITY, IA.
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ED. F. MANGELSDORF & BRO.

Buyers and sellers of
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

Unified Hybrid Seed Selling System Urged

Recommendations were made in his annual address by President Henry Michels at the annual convention of the Wisconsin Seed Dealers Ass'n, held in Milwaukee, Dec. 8.

President Michels' Recommendations

"I urge that the membership take active part in the discussion of changes in the seed law and that they follow through with support of the group selected to carry the bill to the legislature.

"The ass'n needs help in securing an adequate force of inspectors to protect seedsmen from the unfair competition of vendors of trashy seeds. The volume of traffic which, in effect, is regulated, is tremendous and brings serious losses to farmers and robs the conscientious dealer of his business.

"The ass'n should consider methods of merchandising hybrid corn. Lack of a unified system at present can result only in confusion and severe losses, if persisted in. There should be a conference with growers and their organizations before the marketing of the 1939 crop gets under way.

"In self defense, the ass'n should insist that regulatory activities be extended to provide some measure of control over the distribution of weeds by farmer-to-farmer sales of uncleaned seeds, and by the agency of commercial grains and feeds.

"The ass'n should ask continuation of the Field Days at the University and in other ways aid in the dissemination of information on improved crop practices, in order that our industry may be of greater aid to our clients."

J. W. JUNG, sec'y-treasurer, in his annual report, showed the financial house of the ass'n to be in good condition.

ELMER DE BROUX, Valders, and R. H. Lang, Madison, gave the country and the wholesale viewpoints, respectively, in addresses on "Country Buying of Seeds." Mr. DeBroux's remarks appear elsewhere in this number. Both speakers stressed difficulties and lack of uniformity among buyers on the dockage question.

FRED KELLOGG, Milwaukee, explained the new seed dockage service recently established by the Hay, Feed & Seed Division of the U. S. Department of Agriculture, as reported in the Journals for Oct. 26.

DR. L. F. GRABER, Madison, discussed the alfalfa seed situation in Wisconsin at the ass'n's afternoon session, laying emphasis on bacterial wilt. Turkestan alfalfa is not the best variety for Wisconsin, he said, but Cossack, Ladak, Grimm, Wisconsin-grown, and Canadian Variegated, are all suitable. A 50-50 mixture of Cossack and Ladak he recommended for Wisconsin conditions.

GEORGE JOHNSON, Oconomowoc, and Lawrence Teweles, Milwaukee, aired the retail and wholesale angles, respectively, of "Better Seed Merchandising."

FRED KELLOGG led a discussion of the proposed new Wisconsin Seed Law. This, with an ass'n's-approved amendment to the Wisconsin Insecticide Law that would give seedsmen the right to sell agricultural insecticides, was referred to the organization's legislative com'te.

DR. OLAF S. AAMODT, Madison, explained the need of the University of Wisconsin for a new seed house in which to store foundation seed stocks, and won the approval of the ass'n for this project.

ELECTION of officers placed the following for the ensuing year: R. D. Tesch, Chilton, president; C. Q. Dunlap, Milwaukee, vice-president; J. W. Jung, Randolph, sec'y-treasurer. Directors: R. W. Lang, Madison; Fred W. Kellogg, Milwaukee; F. E. Dyson, LaCrosse.

Elected to represent the ass'n on the Wisconsin State Seed & Weed Council were Fred W. Kellogg and Lawrence Teweles, for the wholesalers, and R. C. Tesch and F. E. Parker for the retailers.

President-elect Tesch appointed a legislative com'te composed of R. H. Lang, chairman, G. H. Hunkel and George C. Johnson.

VOTING by the delegates selected Oshkosh as the place for next winter's meeting.

A Critic Looks at Seed Oats

By JUST AN OLD FELLOW

The sample of seed oats numbered one in engraving on facing page is the original Svalof Victory variety, widely known the world over, and best of all pure line selections. It has been Grand Champion at International Show, Chicago, every year but three since 1920. It is the most popular oat from all standpoints in United States and Canada. It is mid-season and has strong straw, its grain is plump, white and very heavy.

No. 2.—Original Svalof Star Oats (A Victory-Crown cross). Considered with Golden Rain II to be a great advance in breeding of white oats. It is a couple of days earlier than Victory and out-yields it 3% to 5%. It is even stiffer strawed than Victory and grown with best results on good water retaining soil. Bulk weight is about seven-tenths of a pound less than Victory per struck bushel on the average. Weight per 1000 kernels is 35.9 grams to Victory's 35.7 grams, hulls 27.1% as to Victory's 27.5%. It is liked even better than the Victory by many who have tried it. Grain is white, and fully as plump as Victory.

No. 3.—Original Svalof Golden Rain II Oats (A Victory-Golden Rain cross): About a week earlier than Victory, yields about the same as Victory. Grain carries golden color. Bulk weight is nearly equal to Victory. It is best for lighter or poorer soils, weight per 1000 kernels 34 grams, hulls 9% less than Victory. Grain plump, not as large as Victory, as per figures shown.

No. 4.—Original Svalof Eagle Oats (A Victory-von Lochow's Yellow cross) is Svalof's latest outstanding variety, out-yielding Victory 6% to 8%. It is later maturing and has smaller seeds than Victory. Will weigh under same growing conditions about one lb. less per struck bushel. Weight per 1000 kernels 32.1 grams, percentage of hull 1.1% less than Victory seeds white.

No. 5.—Original Svalof 01463 is a Victory American Gopher cross, made at Svalof. Short strawed like the Gopher. Shape of kernel like the Victory. Released only for trials.

No. 6.—Star oats grown on 9 acres of sugar beet ground. On the nine acres only 218 lbs. of seed were sown. This is only three pecks by weight to the acre or only

little over a half-bushel by measure, as the seed sown was Original Svalof and tested about 45 lbs. to the bushel. The yield from the 9 acres after one cleaning (the sample as shown is after this one cleaning, but lightly rubbed in a bag to remove the ends. Three to four runnings over a receiving separator will do the same trick on these oats); was 794 bushels of clean oats, and about 60 bushels of light oats blown out.

No. 7.—Illinois Oats grown from a sowing of 48½ lbs. of Original Svalof Star Oats to the acre.

No. 8.—Star Oats grown in Illinois from a four bushel by weight sowing per acre.

No. 9.—Montana grown oats sold as Victory. At the present, I know of no source where one will get genuine Victory oats traceable to Original Svalof, but there will be some acreage in 1939.

No. 10.—Pacific Coast Oats sold as Victory. I believe there are at least three strains of Swedish oats here sold as Victory. Complaints about these oats by the eastern colleges that they are unadapted for the northeast for seed and by the horsemen that the hulls are heavy and hard. I have noticed suppliers of race horse oats, biting the hulls of really plump oat, to test their hardness. This shows that the present supply of Pacific Coast oats is feared for this character. This section, in a small way, has started multiplying stock of genuine Victory by sowing fields of Original Svalof and should have some acreage in 1939. Sources will be furnished.

No. 11.—A manufactured oat from Minneapolis sold for Swedish type and going east where it is sold as being Swedish type suitable for seed; also in all directions for race horse and poultry oats. For the making of oats like these, the heaviest oats offered on the floor are bought at about 5 cents per bu. premium. From 100 bus. of these oats as bought 30 to 37 bus. of oats similar to sample are made, which sell at from 16 cents to 24 cents over No. 2 oats. There is, I would say, not over a sprinkling of Swedish oats of any kind in them. Compare with sample 8 which has not even been over a cleaning machine, being cleaned by pouring from one small bag to another in an ordinary breeze as one can get most any day in summer.

No. 12.—Sample furnished by a seedsmen as being Iowan oats. One of the better

This Elevator Equipped with a HESS DIRECT HEAT DRIER and Cooler



The McGuffey Elevator Co.
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They're Profit Makers
**HESS WARMING AND
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1211 SO. WESTERN AVENUE
CHICAGO, ILLINOIS



Seed Oats Described by a Critic
[See facing page]

pin type oats and somewhat similar to the stock from which No. 11 is made by clipping and extremely heavy cleaning. These were cleaned to a seed standard.

No. 13.—A 1936 Ohio sample of horse oats produced by cutting 100 bus. of selected Northwestern Ohio oats to 40 bus. They sold in September, 1936, at about 23 cents over Chicago December.

No. 14.—An oat put out in Ohio as Swedish type at about 10 to 15 cents over market for common oats.

No. 15.—Misrepresented as of Swedish type. This represents a sample said by the buyer to have been purchased from a seed firm of very high standing as Swedish type suitable for seed. If this statement is true, either the man selling the seed is no judge and either made a mistake or took the word of some one that did not know, or someone had very little scruple against taking advantage of what his customer did not know.

No. 16.—Supplied by a seedsman as being Columbia. It is a sort of red or gray oat and has quite a burry hull.

Better Wheat Means Better Bread

"The purpose of wheat is to make bread," said Dr. John H. Parker, director of the Southwest Wheat Improvement Ass'n, Manhattan, Kan., before a recent meeting of the Grain Market Analysts Club in Chicago. "Wheat can be improved, and so can bread. The 'staff of life' can be made stronger and better thru cooperation between the farmer, the grain dealer, the miller, the baker, the plant breeder, the agronomist, the cereal chemist, and the teacher, when each of these, and the consumer, become quality conscious.

"New wheats may be developed by introduction of new varieties in a locality, by careful selection of seed, and by crossing one variety with another. These three are the plant breeder's methods. The problems of the wheat breeder include the incompatible combination of varieties that mature early enough to escape the ravages of drouth, yet go thru the winter with a minimum of winter kill. The ideal wheat has a stiff straw, is resistant to leaf rust, stem rust, stinking smut, loose smut, and Hessian fly. It makes heavy yields and has a heavy test weight. Its characteristics are such that it makes good flour for both the baking and the family trade.

"Finding or developing all these factors in one wheat has been a problem at which the plant breeders have been whittling from the early days of crop improvement. Some factors are natural opposites. For instance, early maturity is not associated with winter hardiness.

"Some good bread wheats like Turkey Hard have a weak straw and are susceptible to leaf rust and smut. But good progress in development of equally good bread wheats with stiff straw and greater resistance to disease have been made by the plant breeder in the winter wheat field with the newer Tenmarq and Kawvale varieties, both of which have strong straw. Tenmarq is moderately resistant to leaf rust; Kawvale, Harvest Queen, and Fulcaster are highly resistant. Jobred has a tolerance for stem rust; so has Kawvale. The Marquillo and Hope spring wheats are now being crossed with winter wheats to develop new varieties resistant to stem rust.

"Both Turkey and Tenmarq, in the hard winter wheat division, are susceptible to smut. Oro, a spring wheat that has never been known to suffer from smut, is now being crossed with Tenmarq in hope of creating a high yielding wheat with good baking quality that is equally smut resistant. Sometimes a cross retains only the good qualities of both its parents. For instance, a cross of

Kawvale with Tenmarq has produced a wheat that yields better than either parent alone.

"Several varieties of wheat have heavy test weight but fall down sadly on baking quality. Early Blackhull and Tenmarq are now being crossed to combine the heavy test weight of the Blackhull with the baking quality of Tenmarq.

"Protein and ash have been the old standbys of the milling trade for judging the quality of a flour. These factors in wheat have been a basis for premiums paid for quality grain. These factors will continue, but the future is likely to see them supplemented more and more with dough curves and other physical tests of the flour, and with baking tests that tell what kind of bread the flour makes. This year, for the first time, dough curves and baking tests have made their debut at the International Grain and Hay Show, in a special wheat competition based on the utility of the grain rather than upon its appearance.

"Higher yields, combined with desirable farm characteristics and a reduction of losses thru disease, plus desirable baking qualities and a palatable bread, are the purposes of wheat improvement programs. Wheat improvement began with the Swedish Seed Ass'n in 1886, followed by the Canadian Seed Growers in 1895. But more rapid progress has come in recent years thru state crop improvement ass'ns, the International Crop Improvement Ass'n, the Northwest Crop Improvement Ass'n, the Southwest Wheat Improvement Ass'n, and others.

"One of the most successful plans for improving the quality of wheat grown by the farmer is the Canadian Crop Testing Plan developed by Major H. G. L. Strange, its director, and Dr. L. H. Newman, the Dominion's cerealist. Seven companies support the plan, which now has 103 test plots growing in wheat producing sections of Canada where farmers can visualize the benefits of growing recommended varieties of wheat. This is the plan now being followed by the Southwest Wheat Improvement Ass'n, the Oklahoma Wheat Improvement Ass'n, and the Nebraska Grain Improvement Ass'n.

"No one can talk about wheat improvement without making special mention of C. E. Skiver, who has spent eight years improving the quality of soft wheat grown in eight counties in southern Indiana. Not only has he been instrumental in sending seed wheat cleaning and treating machines out to the farms to clean up the seed grain, but he has been successful in persuading the elevators and the mills to pay a 3c premium for wheat of recommended varieties.

"To earn this premium a farmer must grow a recommended variety of wheat that is 98.5 per cent pure, contains no bunt, garlic, onions, rye, or vetch, not more than 1/2 per cent of loose smut, or more than a trace of cheat or cockle, and tests not less than 58 1/2 pounds per bushel.

"Figure it any way you want to, a 3c premium is a persuasive incentive for encouraging a farmer to keep his fields clean and grow better wheat, that makes better flour, and better bread."

More grasshopper bait will be needed this year as plans call for the placing of this poisoned bait on idle lands, which has not been done in the past, in order to kill the migratory species. This will be done particularly in Montana and the Dakotas.—Archer-Daniels-Midland Co.

We intend to introduce an amendment in the coming Session of Congress demanding for the grain trade, i.e., elevators, mixed feed manufacturers and flour millers, the same exemption from the hour provision as was given the cotton gins, oil mills and compresses.—G. E. Blewett, sec'y Texas Grain & Feed Dealers Ass'n.

Seed Corn Company Uses Semi-Trailer

Edward J. Funk & Sons, Kentland, Ind., growers and purveyors of Hoosier-Crost hybrid seed corn, have purchased a truck tractor and semi-trailer outfit, with dual wheels. The semi-trailer is specially designed to fit the needs of the hybrid seed corn business.

Hybrid seed corn produced by this company is raised in many fields scattered about the state of Indiana in order to provide seed adapted to variations in climatic conditions. A leading purpose of this semi-trailer and tractor outfit is to bring this seed corn from the fields to the company's Kentland plant for drying, shelling, grading and sacking. Since the fields mature and must be picked within a comparatively short period, the trailer had to be designed to speed loading and unloading.

The trailer has a standard body, 8 feet wide (outside dimensions), 22 feet long and 7 feet high (inside dimensions), with a 6 inch high crowned roof. The inside walls of the body are smooth, so they will not obstruct the free flow of materials, as when ear corn must be scooped.

Special features of the body that adapt it particularly to handling ear corn in bulk from the field are doors 6 feet long and 2 feet 2 1/2 inches high, in the upper forward panel on each side of the trailer. These doors may be lifted so that ear corn can be scooped into the body's forward end. Provision for scooping into the rear end, with the tail gate down and the doors open, is made with channel iron guides that will hold boards of the proper length on edge, one above the other to the desired height. There are two sets of the channel iron guides, staggered so that bottom boards may be raised and removed first in unloading the trailer.

The removable ear corn boards facilitate the unloading of the rear end of the trailer. But the 22 foot inside length of the body is too long a way to scoop. For this reason the floor of the trailer has a 10 foot long, 2 foot wide, opening on either side, ahead of the trailer's wheels. These openings are covered with lapped boards that are readily locked into place, and as readily unlocked for removal so that the ear corn can be scooped thru these openings, as the trailer is backed over the receiving pit in the company's plant. The removable tail boards and the removable sections of the floor boards are reported to pour ear corn into the receiving pit faster than the elevating leg can remove it.

A second major purpose of this trailer is to deliver hybrid seed corn to dealers thruout Indiana, after it has been graded and sacked, ready for sale. Orders packed in the trailer body in order of delivery expedites the servicing of many dealers. Here the smooth interior of the body prevents undue wear and tear on bags.

The broad panels of the trailer body constitute the third purpose of this International truck tractor and Fruehauf semi-trailer outfit. They bear in unmistakable lettering, the name of the company, its location, and the "Hoosier-Crost" trade mark, an outline map of Indiana, spanned by an ear of corn.

For such times as the tractor unit may be used without the semi-trailer, the trailer's front end is fitted with manually retractable supporting "dolly" wheels. The Fruehauf king pin, and "fifth" wheel, is easily uncoupled, and is automatically coupled by simply backing the tractor into place. The semi-trailer has vacuum brakes that automatically lock when this unit is uncoupled, or the tractor engine stalls, an emergency feature customarily being supplied on all newer model trailers to comply with Illinois and Pennsylvania state laws.

The Fair Trade Practice Act of Pennsylvania was held unconstitutional by the Allegheny County Court at Pittsburgh, dismissing indictments against Ben P. Zasloff, selling milk, flour and soap at less than retailer's cost. Judge Gardner stated that the law failed to limit the illegality to instances where sales below cost were made to destroy competition, foster monopoly or facilitate fraud.

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Feedstuffs

Feed dealers looking for a new way to promote business may find a practical suggestion in the activities of Wisconsin merchants reported in our news columns this number.

Brewers dried grains production totaled 6,900 tons in November, compared with 6,600 tons in October and 8,500 tons in September reports the Buro of Agricultural Economics. November production totaled 6,400 tons in both 1937 and 1936. Output for the 5 months ended Nov. 30 aggregated 42,300 tons this year compared with 47,900 tons in 1937 and 45,700 tons in 1936.

Distillers dried grains production totaled 15,600 tons in November, compared with 14,000 tons in October and 10,500 tons in September reports the Buro of Agricultural Economics. November production totaled 13,700 tons last year and 22,200 tons in 1936. Output for the 5 months ended Nov. 30 amounted to 58,700 tons this year compared with 60,800 tons in 1937 and 108,800 tons in 1936.

Seattle, Wash.—The Pacific Northwest Feed Ass'n has not renewed its agreement with the Teamsters Joint Council that expired Dec. 8 on account of widespread "chiseling" being done by truckers who do not conform to union wages, hours or working conditions, and by small stores such as groceries and others who have gone into the feed business altho they pay clerks and drivers much less than do association members.

Stockton, Cal.—A molasses distributing plant will be constructed by the California-West Indian Molasses Corporation, which includes a tank farm near the ocean terminal for the storage and distribution of black-strap molasses, and a 1,500,000-gallon storage tank and office building on a five acre tract. Plans also call for the erection of a 10-inch 1,500-foot pipe line extending from the tanks to the wharf. This molasses is imported from Puerto Rico, Cuba, Jamaica and Haiti.—W.H.B.

Bartlesville, Okla.—The Guinn Feed Co. has hit upon the novel plan of feeding two pigs, kept in specially constructed pens at their store, different diets for comparative purposes as to weight. The pigs were as near identical as it was possible to get at the start of the feeding test. One is being fed corn exclusively, the other corn supplemented with a pig and hog chow. Accurate checks of their weight are being made each week. At the end of 56 days, the corn fed pig had gained 67 lbs., the other on the supplemented diet, 115 lbs.

College Station, Tex.—Continued increases in the volume of feeds of various classes sold in Texas is shown in Bulletin No. 566 of the Texas Agricultural Experiment Station, as computed from the sale of tax tags for the last 32 years. These estimates record 511,661 tons in the fiscal year 1907-8, 1,155,000 tons at the close of the war, 10 years later, 1,226,882 tons in 1927-8, 1,443,552 tons in 1936-37, and 1,542,833 tons in 1937-38. These tonnage figures represent the volume of commercial feeding stuffs regulated by the Texas Feed Law, and do not include whole grains.

College Station, Tex.—The 33rd annual report on the inspection of feeding stuffs sold in Texas shows that 3,563 samples were submitted to chemical analysis and microscopical examination by the Division of Chemistry during the year ended Aug. 31, 1938. Inspectors picked up 3,525 of these samples. In addition, 24 samples of vitamin D carriers were

assayed for antirachitic potency, 23 samples of cottonseed cake were tested for hardness, 7 samples of cottonseed hulls were analyzed, 303 determinations of salt, and 109 determinations of carbonate of lime in mixed feeds were made.

"Control of Equine Encephalomyelitis," sleeping sickness, is a booklet of 32 pages by Dr. H. W. Schoening, that should be in the hands of horse owning farmers and which can be obtained for distribution from the Horse and Mule Ass'n of America, 407 S. Dearborn St., Chicago, at 3 cents per copy.

El Monte, Cal.—Fenugreek, one of the world's oldest legumes, is becoming popular in California as a cover crop. Recent tests have been made regarding its value as a feed for livestock, and it is possible that this crop may become one of the leading crops of the state. The Union Feed Yards here has fed ground fenugreek seed to steers as a sole protein concentrate with excellent results. Steers slaughtered at the end of 100 days yielded well-flavored beef. It is also being used as chopped hay in fattening rations. Fenugreek meal has analyzed 20 per cent protein. Mineral and vitamin contents are high. Large experimental plots are being planted here as the crop is well adapted to the soil and climatic condition of this district.—W.H.B.

The American Butter Institute meeting at Chicago adopted a resolution requesting the government to sell its stocks of butter, aggregating over 100,000,000 pounds. A few days later the D. P. M. A. unloaded the first batch, a carload at Portland, Ore., and two carloads at San Francisco, depressing the market price $\frac{1}{4}$ to $\frac{1}{2}$ c.

Imports and Exports of Feeds

Imports and exports of feedstuffs during October, and for 10 months ending October, 1938, compared with the like periods of 1937, as reported by the Buro of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs., except where noted otherwise:

	IMPORTS		10 mos. ending	
	1938	1937	1938	1937
Hay*	1,599	1,632	13,505	140,565
Coconut cake†	2,666,300	4,522,646	64,321,640	130,337,515
Soybean cake†	421,264	4,728,558	23,200,339	105,956,831
Cottons'd cake†	299,780	612,500	4,690,326	37,729,812
Linseed cake†	1,817,200	710,000	11,426,300	24,205,261
All other cake†	3,512,000	1,699,760	15,228,894	48,674,661
Wheat fds.*	12,556	5,247	27,173	295,063
Beet pulp*	2,768	814	25,431	34,374
Tankage	2,106	3,080	23,438	41,068
Fish scrap	3,425	5,286	26,005	57,608
	EXPORTS		10 mos. ending	
	1938	1937	1938	1937
Hay	305	3,502	60,629	6,144
Cottons'd cake	5	11,017	27,077	16,518
Linseed cake	19,161	23,175	152,597	241,057
Other oil cake	226	.....	14,635	1,314
Cottons'd meal	1,959	10,816	15,068	14,825
Lins'd meal	815	1,907	7,491	16,283
Other oil cake meal	4,238	2,873	46,456	10,331
Fish meal	168	76	1,313	264
Mxd. dairy fds. & poultry fds.	974	606	8,516	3,052
Oyster shells	9,095	3,426	30,660	41,571
Other prepared & mixed fds.	325	1,605	12,284	2,979
Other fd. bran	2,355	1,098	23,031	5,312
Kafir. milo (hus.)	30,602	.....	.....	.....
*2,000-lb. tons. †Pounds.				

Poultry Feeds and Feeding

Shark Oil for Vitamin A in Feeds

Shark liver oil was first used in the feeding of poultry in South Florida in 1935. Preliminary tests were made at Dania, Florida, by J. A. Boehm, whose large poultry farm was operated on scientific lines. After only two weeks, he found that the oil-fed hens were laying more eggs, and were in better condition, than his other birds.

Shark liver oil is unusually high in vitamin A, and lower in vitamin D, than any other known fish liver oil. All of the shark's oil is stored in the liver; its body containing less than 1% of oil. The liver oil is apparently the principal energy source. A well-fed shark has a plump, rich liver, containing sometimes as much as 70% oil.

The content of vitamin A in shark liver oil varies greatly in widely scattered localities.

Recovery of the oil from the livers has developed into a large industry at Hollywood, Fla.

An average liver yields 10 quarts of oil. The livers are finely chopped and placed in steam cookers to separate the oil.

Vitamins for Domestic Animals

Vitamins are an important factor in feeding circles concerned with poultry, but have not yet assumed such importance in relation to domestic animals. Speaking before the annual nutritional school for feedmen at Cornell University this fall, Dr. L. A. Maynard reviewed vitamins from the livestock standpoint, saying, in effect:

All animals need vitamin A, or carotene, for maintenance, growth, reproduction, and lactation. Calves, pigs, and lambs require a minimum of 30 micrograms of carotene per kilogram of live weight daily, and this amount will cure symptoms of deficiencies. Reproduction requires more, probably two to three times as much, the data on the exact amount is limited.

Dairy cows can store large quantities of vitamin A obtained from good hay, yellow corn, and other sources. Different amounts of different feeds are needed to supply a given amount of carotene.

Calves need a minimum of 300 U. S. P. units of vitamin D per day per 100 pounds of live weight. The vitamin D requirements of other animals are less well known.

Milking cows generally show a negative balance of calcium and phosphorus during the height of lactation, but this is usually corrected toward the end of lactation and during the dry period. Cod liver oil and irradiated ergosterol have been found beneficial in restoring calcium and phosphorus balances and maintaining good bone composition.

In the summer time, when cows are out in the open much of the time, they receive their vitamin D requirements from sunlight. Whether or not they will receive sufficient vitamin D from this source in the winter time if they are turned out frequently is a question that has not been settled. Sun-cured hay contains enough vitamin D to prevent rickets in calves, but knowledge of the amount of vitamin D in the usual feeds given dairy cows is limited.

Swine will develop a pellagra-like condition on certain diets deficient in vitamin B₁. These animals are reported to need ribo-flavin. Some vitamin B factor has been found to be synthesized in the urine of cows.

Some yeast products in a synthetic diet for lambs have been found to supply all of the vitamin B factors, while others have not. Little is known about the vitamin B requirements of dairy cows, tho some tests with rats indicate it is needed for lactation. No conclusive evidence of a deficiency of this

vitamin in the diets of farm animals has been presented. The story of vitamin B is not complete. Animals apparently do not require vitamin C.

Dependable knowledge about the vitamin requirements of animals is still fragmentary. It is more difficult to determine them than it is with chicks, for chicks grow, mature, and go into heavy production within a year, and react quickly to changes in their feed. Apparently the vitamin needs of animals are less critical than the needs of chickens or rats.

New Jersey Has a Feed Day

H. J. SAMUELSON, Toms River, N. J., presided at a general meeting of about 100 feed dealers, held recently at Rutgers University, under the sponsorship of the New Jersey State College of Agriculture.

DR. JACOB LIPMAN, director, New Jersey Agricultural Experiment Station, and dean of the College of Agriculture, first speaker on the program, said that more than 100,000,000 additional acres of land should be under cultivation in this country to supply a liberal diet to the entire population.

CLARENCE S. PLATT, associate professor in poultry husbandry, explained new poultry feeding developments.

CARL B. BENDER, professor of dairy husbandry, advocated molasses silage for dairy cattle.

RAY HEWING used slides to illustrate his talk on vitamin and mineral requirements of poultry.

R. G. LEAVITT, St. Louis, explained how to make money in the feed business, illustrating his remarks with mouse traps and dollar bills.

DR. CHARLES S. CATHCART, New Jersey State Chemist, directed a feed identification contest, which H. L. Beaty, Hackettstown, won with a rating of 71.6% correct.

Following an address by Dr. Walter C. Russell of the experiment station, the group adopted a resolution requesting that the state make assays, and publish the results, of the vitamin content of various feeds.

Carbonate of Lime and Salt in Mixed Feeds

Many feeds of a mixed nature are registered to contain certain percentages of ground limestone, ground oyster shell, or some other material as a source of carbonate of lime, and salt, says Bulletin No. 566 of the Texas Agricultural Experiment Station. Determinations of the percentages of salt and carbonate of lime in inspection samples of mixed feeds show that the guaranties were not met in all cases. Some samples contained more salt and lime carrier than guaranteed, while others contained deficiencies, indicating failure to follow the formulas or lack of uniformity in mixing the ingredients.

During the period covered by this report (year ending Aug. 31, 1938) the Division of Chemistry made 303 quantitative determinations of salt and 109 quantitative determinations of carbonate of lime in mixed feeds. Those shipments containing appreciable deficiencies or excesses may be listed as follows: 6 deficient in ground limestone, 2 deficient in ground limestone and salt, 5 deficient in ground limestone with excess of salt, 7 deficient in ground oyster shell, 1 deficient in ground oyster shell and salt, 1 deficient in precipitated calcium carbonate and salt, 8 deficient in salt, 3 deficient in salt with excess of ground oyster shell, 6 excess of ground limestone, 1 excess of ground limestone and salt, 16 excess of ground oyster shell, 3 excess of salt, 1 excess of precipitated calcium carbonate.

Altho some improvement has been noted during the past year, there is still need for greater improvement on the part of some manufacturers. The amount of limestone, oyster shell,

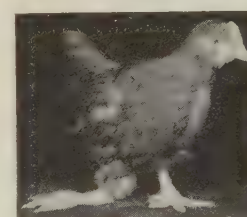
and other lime carriers, and salt, is always shown on registrations and feed inspection tags and the guaranties should be maintained.

Antidermatosis Vitamin Needed for Hatchability

The antidermatosis vitamin (filtrate factor) is needed in the chick ration, according to J. C. Bauernfeind before Cornell University's annual feeders' school this fall. A deficiency causes crusty scabs to appear at the corners of the mouth. The eyelids become granular and often stick together. The skin on the bottoms of the feet becomes thick, and sometimes cracks and bleeds, making the chicks sensitive to wire floors.

Altho soluble in water and various solutions of alcohol and water, the factor is insoluble in ether. It is destroyed by dry heat treatment. Cereals, meat scrap and fish meal

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are low in this factor; liver meal; yeast, milk, alfalfa meal, wheat bran, and rice bran are good sources.

That chicks need this factor has been demonstrated several times, but that grown hens also need it has not been previously disclosed. Hens need it for reproduction. When two lots of adult birds were fed rations adequate in every respect except for this filtrate factor, birds fed the antidermatosis vitamin deficient ration produced eggs with 3% hatchability, compared with hatchability of 65% in the lot fed the control ration. Adding rice bran filtrate concentrate to the deficient ration brought hatchability up to the level of the eggs from birds on the control ration.

Absence of the antidermatosis vitamin from the diet of experimental hens had no effect on egg production, mortality, egg size, nor egg quality over a four month period, other than in hatchability.

Fish Meal

By H. R. BICKNELL and W. L. HUNTER, cereal chemists of the California State Dept. of Agriculture

Sardine meal and meal made from other fish are valuable protein supplements in livestock feeding and particularly in poultry feeding. It may be the processed scrap or offal of fish canneries, the surplus fish caught by the industry, or it may be made from fish caught solely for the oil and meal made from them. The material comes from a number of sources and it naturally varies over wide ranges. In the California laboratory we have had protein determinations varying from 53% to 72% and ash determinations varying from 11.5% to 25%. The varying amounts of skeletal material and residual oil are responsible for these wide ranges.

The fish meal imported into the United States is predominantly sardine meal and is principally a product of the Japanese fishing industry. Fish is one of the important items of the Japanese diet and the industry is one of the country's largest. That portion of the catch going into the meal consists of surplus in those instances where more fish are caught than can be preserved before spoilage begins and those fish which are caught and processed for the oil and meal. The amount of meal resulting from the processing of cannery offal is small in comparison to the total and is generally combined with other meals.

The processing of fish for the oil and meal is conducted in Japan along the same lines followed the world over. The fish are first cooked to rupture the oil cells and sometimes sufficiently to sterilize them. The cooking is done in both open kettles and pressure cookers. The cooked mass is then subjected to pressure in hydraulic presses or expellers designed for that purpose. This pressure removes a large portion of the oil and water which, in some cases, is in the form of an emulsion. The oil is separated from the water by centrifuging. In Japan, the press or expeller cake is sun dried and then ground to a meal. No information concerning the use of the solvent process to extract the oil from fish in Japan is available. There are some cases where the more modern drying equipment has been installed, but only a small percentage of the imported fish meal has been handled by this method. The practice of sun-drying produces a very satisfactory product in the majority of cases, but unsatisfactory weather conditions occasionally result in off-quality meal. Therein lie most of our difficulties of enforcement on this product.

Every enforcement official is familiar with complaints over the quality of fish meal, and even complaints against mixed feeds containing only moderate amounts of fish meal. These complaints have registered beliefs

that poultry has been killed, made sick, or that they merely refused to eat it. In some cases, the charges have been definitely disproved; in others, evidence seems to support the contention of the complainant. The results obtained by various investigators on the subject of putrid fish meals are most confusing. We do not know whether decomposed fish meal is harmful to livestock and poultry or not, but the feeding of a material of this nature seems to be a very questionable practice and one which we should not approve. There is sufficient fish meal of good quality going into the fertilizer industry to replace that of poor quality now being used by the feed trade.

The official definition for fish meal reads: "Fish Meal is clean, dried, ground tissues of undecomposed whole fish and/or fish cuttings, etc." For the terms "clean" and "undecomposed" to be applied to some lots of imported fish meal, requires a long stretch of the imagination. The odor alone should be enough to disqualify the use of the terms. Toward regulating the quality of sardine and fish meal, we have endeavored to make use of these two requirements of the definition. We have had some success, and have been able to remove several lots of material from the feeding stuffs trade.

In judging fish meal, we have made studies of several lots of material of questionable quality and compared them with meal of average quality. Points of comparison have been odor, ammoniacal nitrogen, and free fatty acids in the fat. We do not include any data on these studies because we do not feel that the amount of material covered justifies publishing at the present time. However, judging from the results obtained thus far, it appears that the relationship between fat and free fatty acids as determined by titration may be a satisfactory index of quality. We have correlated ammoniacal nitrogen determinations with percentage of free fatty acids in the fat and they agree very closely.

If we are able to establish as fact that decomposition of nitrogenous matter and decomposition of fats proceed jointly and that there is a relationship between them, the study of the fats should be most acceptable because of the ease with which the determination can be made. We have been reporting the free fatty acids determination because the trade is familiar with it. At the present time, we consider that material containing more than 35% free fatty acids in the fat is in a state of decomposition and does not conform to the definition. In those few cases where we have found such a condition, the material has been withheld from sale as a feeding stuff and diverted into fertilizer channels. Before making a definite recommendation on the future attitude toward this material, we must gather more information. It is a subject which requires much more study.

Winnipeg, Man.—Delegates to the annual convention of the Union of Manitoba Municipalities early this month, urged that the Dominion continue its guaranteed price of 80c a bushel on the 1939 wheat crop. Its guaranty is causing the Dominion to absorb a loss of 18 to 19c, at times as high as 23c a bushel on the current crop.



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Brewers' Dried Grains Malt Sprouts
ANHEUSER-BUSCH ST. LOUIS

Forty basic commodities measured in terms of pre-war gold values, touched their lowest level in 30 years, during the week ended Nov. 26, according to Cornell University: The index was 60.4 compared with 100 for the period 1910-1914. Are the low prices due to the withdrawal of over \$14,000,000,000 of gold money from circulation by burying it in Kentucky? What would happen to prices if the government suddenly decided to release its hoard into circulation?



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A Modern Elevator and Feed Mill

A new combination elevator, feed mill and warehouse along with a sales room has just been completed for the Eagle Roller Mill Co. at Redwood Falls, Minn., on the C. & N. W. R. R. by T. E. Ibberson Co. This company operates a line of elevators and feed mills in Minnesota and South Dakota. Its headquarters are at New Ulm, Minnesota.

The iron clad elevator and feed mill at Redwood Falls is a combination plant. The building's 18 bins have total storage capacity for 20,000 bus.

The driveway attached to the building contains a 20 ton scale fitted with a Strong-Scott dump for receiving grain. Both its approach and exit are paved.

The basement, extending under the entire plant, contains a 100 bushel hopper scale, which is used for weighing shipments.

A leg fitted with Calumet buckets and a Strong-Scott head drive elevates 3,500 bus. of grain per hour.

On the cross type workfloor is located a Strong-Scott pneumatic type attrition mill with two 25 h.p. motors. A Strong-Scott one ton feed mixer and a Strong-Scott scalper are used in connection with the mill.

In the basement is a Jacobson hammer mill with a 40 h.p. motor for grinding ear corn, as well as small grain.

A special arrangement is provided for grinding from both the hammer mill and attrition mill in bulk from the farmers' wagons in a special designed driveway at the side of the building. Two legs serve the feed machinery. One of these elevates ground feed to the feed mixer. The other fills the bulk feed bins for service to the farmers.

One warehouse provides storage for concentrates, another for retailing feeds. The large office and display room has display windows and special display fixtures.

A Strong-Scott manlift gives access from the workfloor to the cupola floor.

The power throughout this building is furnished by Fairbanks-Morse motors.

A large 10 bin coal shed, covered with galvanized iron, is set on a concrete slab.

In addition to feed, flour and coal, twine and field seeds are handled. E. A. Schulz is manager.

Trade Regulatory Laws of California

By I. J. STROMNES, Sec'y California Hay, Grain & Feed Dealers Ass'n

Various district attorneys in Southern counties said no dealer may "elect" to abide by the Unfair Practices law. It is a valid and enforceable Act, penal in nature and must be obeyed by all. Business men wrote it; it includes only sound business principles. Now around 200 industries in and around Los Angeles are organizing under it.

To take customers away from competitors under the false glamour of loss leaders is misrepresentation and illegal, is fraud against the public, the customer, and the competitor, say district attorneys. The proverbial price cutter eventually goes broke, creates unemployment, losses for creditors, tax loss to community and state, breeds chaotic competition, and fosters ruinous business standards. It used to be inherent right to slash prices; but like regulating auto driving, parking, etc., retail policies including price policies are here involved with a public interest and are subject to control, just as a contagious disease carrier is subject to quarantine for public protection. The law was amended to keep men otherwise good merchandisers from going broke because they had to take continuous part in price wars by that portion of the industry coming in new, and going out bankrupt.

Under the Fair Trade Act, one existing actual contract between manufacturer and his retailer will govern every reseller on that branded product in the entire community, if the manufacturer chooses to demand compliance. That covers fifty per cent of the average retail dealer's business.

The Unfair Practices Act, however, covers 100 per cent of any retailer's business with both branded and unbranded products or any article sold or service rendered. The law also covers wholesalers, brokers, jobbers, agents and country and terminal manufacturers, etc. These officials say that the public, and we include self-styled economists, has no right to ask you to retail good merchandise below actual cost, except to meet legal prices and costs of competing firms who might be actually more efficient probably than your own firm. The Act does not fix prices, nor permit price fixing, nor does it provide for net profits—only for true costs. It is no use to continue in

business if one plans to sell below cost. The law does not penalize the good buyer, nor assume to protect the hand to mouth buyer, nor penalize buyers who use foresight in stocking inventories at the right time or season.

It is violation of this law to sell, offer for sale, or advertise for sale, any article or product, or service or output of a service trade, at less than the cost thereof to such vendor. The "cost" in distribution means invoice or replacement cost, whichever is lower, of the article or product to the distributor plus the cost of doing business. "Cost" to the producer includes the cost of raw materials, labor and all overhead expenses of the producer. Distribution cost must include, without limitation, labor (including salaries of executives and officers), rent, interest on borrowed capital, depreciation, selling cost, maintenance of equipment, delivery costs, credit losses, and all types of licenses, taxes, insurance, and advertising. All or any other actual costs as shown by investigations must, of course, be included. Penalties for proven violation, which is high misdemeanor, are fines from \$100 to \$1,000 or six months jail sentence, or both, and fine cannot be suspended if guilty.

Each and every feed product must stand on its own bottom as to costs included in sales price. This covers combination sales of fifty-fifty scratch feeds or whole grains to force mash sales by either wholesalers or retailers. In such contract the item below cost, at least, is void for collection. Sales within one county from outside the territory are governed in the county where sale is made. The intent to injure competitors is provable by recurring below cost sales, and circumstances around each case. There is only one intent recognized on persistent sales under cost. There is only so much business; and if taken below cost, is bought business. Each such sale is a violation, therefore, fifty such sales in a day impresses prosecutors and judge. Attorneys state that some retailer or some customer is successfully going to refuse to pay for a purchase below cost or some form of open discrimination, or a loss leader. Any employee is equally responsible with the employer. The agent or employee is charged with knowledge of the law as is the principal.

The law governs selling transactions from the view of the merchandiser; it does not provide for a speculator getting in and out of the wholesale or retail market with physical merchandise by bearing down on the market. He may freely unload his inventory within the full scope of invoice cost, or replacement, whichever is lower. This protects the regular supply channels. Any dealer may meet a "legal" price, but cannot legally go below that price unless his own costs support such reduction. Any dealer must make returns of his own costs from the start of business. He cannot buy new business. Unusual cash or trade discounts, abnormal for the industry, are merely subterfuge, and will be challenged. Price structure must be uniform in a district apart from actual cost, freight or volume differentials. Discrimination between customers on special price, rebates, discount, service, not open to all customers buying on like basis and terms is violation.

Bankruptcy sales or special distress purchases cannot be the basis for invoice or replacement cost defense unless such goods are segregated from regular stock, amount on hand for sale and source shown, if advertised. Separate collection of sales tax where applicable must be made. If one assumes it, be prepared to prove it is fully included. The owner-manager with relatives who may be firm employees must be charged with comparable prevailing wages for similar services in the community, for cost purposes and selling prices, regardless whether actually paid or not. If one attempts to use the defense of low labor costs, it is presumptive evidence that one is using same to injure competition. Where the Railroad Commission has established hauling rates, these rates will be competent evidence of



New Combination Elevator & Feed Mill at Redwood Falls, Minn.

GRAIN & FEED JOURNALS Consolidated

what it costs to deliver, except that one may prove his own trucks actually haul at lower cost.

Chief Deputy Harry Hunt, Los Angeles County, presided at a special price war meeting held by dairy feed dealers in the Los Angeles district. The attitude of these and other southern officials was frankly not for prosecution or persecution, but they directly urged the majority of county feed dealers to work with and thru these officials for legal stabilization.

A quarter of a million retail dealers went out of business last year; more than a quarter of a million new ones came into business. About two-fifths covered cases where discouraged Smith closes his store and hopeful Jones opens it again. That's a crazy private subsidy for turnover in business. District attorneys say that unbridled competition like strychnine may be the death rather than the life of trade.

Trade Name Permitted on Feed Tags in Maryland

Trade names may appear on feed tags along with such information as weight, name, place of manufacture and ingredients, as required by the Maryland Feedstuff Law, according to a ruling handed down by that state's attorney-general, Herbert R. O'Connor.

Mr. O'Connor pointed out that tags or labels giving a minimum of information are required to be attached to every package, bag, or lot of commercial feedstuffs sold or distributed in Maryland. The law, however, specifies only a minimum of information, and does not prohibit adding a trade name and other information which is accurate, clear, and does not mislead the public.

Geo. E. Farrell has been appointed associate director of the division of marketing and marketing agreements of the A. A. A. As director of the grain division Mr. Farrell has been in charge of wheat and rye adjustment programs.

Feed Prices

The following table shows the closing bid price each week for March futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

Minneapolis				Kansas City			
Bran		Midds		Bran		Shorts	
Oct. 1.....	13.50	14.00		12.50	14.00		
Oct. 15.....	13.00	14.00		12.90	15.00		
Oct. 29.....	13.50	14.50		13.25	15.50		
Nov. 5.....	14.00	14.50		13.50	15.65		
Nov. 12.....	15.00	15.50		14.25	16.25		
Nov. 19.....	15.50	15.50		14.00	16.25		
Nov. 26.....	15.00	15.50		14.00	16.20		
Dec. 3.....	15.50	15.50		14.00	16.60		
Dec. 10.....	16.00	17.00		15.00	17.00		
Dec. 17.....	16.75	17.50		14.90	17.40		
Dec. 24.....	16.50	17.25		14.90	17.40		

St. Louis*				Chicago			
Bran		Shorts		Soybeans		Meal	
Oct. 1.....	15.80	16.60		76	27.00		
Oct. 15.....	16.10	17.00		69	24.20		
Oct. 29.....	16.50	17.40		71	22.50		
Nov. 5.....	16.90	18.20		71½	22.00		
Nov. 12.....	17.40	18.20		74½	23.20		
Nov. 19.....	17.00	18.10		73½	23.50		
Nov. 26.....	17.50	18.25		75½	25.20		
Dec. 3.....	17.25	18.50		77½	25.00		
Dec. 10.....	18.30	19.25		82	26.00		
Dec. 17.....	18.00	19.35		81	26.70		
Dec. 24.....	18.15	19.25		81	26.50		

Ft. Worth				Memphis				Kansas City				Chicago			
Cottonseed		Meal		Cottonseed		Meal		Alfalfa		Meal		Corn		Meal	
Oct. 1.....	24.00	21.50		24.00	21.50			18.75	50			45%			
Oct. 15.....	26.00	20.00		26.00	20.00			18.50	45½						
Oct. 29.....	27.00	20.25		27.00	20.25			18.50	46						
Nov. 5.....	27.00	20.90		27.00	20.90			19.00	49						
Nov. 12.....	27.00	22.00		27.00	22.00			19.00	47						
Nov. 19.....	27.00	22.00		27.00	22.00			19.00	49½						
Nov. 26.....	27.00	22.25		27.00	22.25			19.00	49						
Dec. 3.....	27.00	22.35		27.00	22.35			19.00	53½						
Dec. 10.....	27.00	22.50		27.00	22.50			19.00	51%						
Dec. 17.....	27.00	23.25		27.00	23.25			19.00	52½						
Dec. 24.....	27.00	23.00		27.00	23.00			19.00							

*St. Louis bran, basis Chicago delivery; shorts St. Louis delivery.

Feeding Soybean Oil Meal to Beef Cattle and Sheep

By LYMAN PECK of Soybean Research Council

At first it was thought that whole or ground soybeans would be suitable for cattle and sheep. For hog feeding it was found that they produced soft pork and also were of less value than soybean oil meal pound for pound. With cattle and sheep, the soybean oil meal again proved its superiority over the raw beans. Soybean oil meal is more palatable and the digestibility is higher. As more was discovered about the value of the heat applied during processing, the quality of soybean oil meal was improved so that today the product as sold is vastly superior to that used in many of the earlier experiments.

There is an old adage, "Nothing succeeds like success." The phenomenally rapid acceptance of soybean oil meal by cattle and sheep feeders during the last few years is based on sound facts.

As a general rule the price per unit of digestible protein is lower than in other feeds of this class.

Soybean oil meal is not unduly laxative when fed in the amount necessary to balance farm raised grains.

Soybean oil meal fed cattle in most of the experiments had a better finish and brought a better price than those fed cottonseed meal or soybeans.

SHEEP.—Experiments at Cornell University with soybean oil meal, gluten meal and linseed meal fed to lambs revealed the following facts, as to biological value of the proteins: soybean oil meal, 72.8; linseed oil meal, 67.7; corn gluten meal, 65.7.

These data show the superiority of the protein of soybean oil meal. At the University of Illinois soybean oil meal proved more palatable to lambs than ground soybeans. It produced more rapid gains with less feed required per 100 pounds of gain than linseed meal when fed as a supplement to shelled corn.

The Last Word in Clark's Direct Reduction Grain Tables

is a combination of our popular 7-card set, Form 3275 Spiral and our new Truck Loads to Bushels, Form 23,090 Spiral which reduce by 10 pound breaks any weight of grain from 600 to 23,090 pounds to bushels of 32, 48, 56, 60, 70 and 75 lbs.

Carefully printed from large clear type, using jet black ink, showing the bushels directly beside the weight of grain reduced and distinctly separated by rules and spaces so as to prevent errors in reading. The most practical, the most helpful grain reduction tables ever published. Their use will return their cost every day of the busy season in labor and time saved and errors prevented.

The spiral binding keeps the cards flat, and in regular sequence, and prevents the exposure of more than one grain at a time so it is easy to keep wide open the tables for the grain being received.

Both sets of tables are printed on heavy six ply tough check of durable quality, 11x13 inches with marginal index. Shipping weight, 3 lbs. You can get both sets described below for \$2.60, plus postage.

Direct Reduction Grain Tables									
32 lbs. per bushel — OATS									
600	18.75	610	18.90	620	19.05	630	19.20	640	19.35
650	19.50	660	19.65	670	19.80	680	19.95	690	20.10
700	20.25	710	20.40	720	20.55	730	20.70	740	20.85
750	21.00	760	21.15	770	21.30	780	21.45	790	21.60
800	21.75	810	21.90	820	22.05	830	22.20	840	22.35
850	22.50	860	22.65	870	22.80	880	22.95	890	23.10
900	23.25	910	23.40	920	23.55	930	23.70	940	23.85
950	24.00	960	24.15	970	24.30	980	24.45	990	24.60
1000	24.75	1010	24.90	1020	25.05	1030	25.20	1040	25.35
1050	25.50	1060	25.65	1070	25.80	1080	25.95	1090	26.10
1100	26.25	1110	26.40	1120	26.55	1130	26.70	1140	26.85
1150	27.00	1160	27.15	1170	27.30	1180	27.45	1190	27.60
1200	27.75	1210	27.90	1220	28.05	1230	28.20	1240	28.35
1250	28.50	1260	28.65	1270	28.80	1280	28.95	1290	29.10
1300	29.25	1310	29.40	1320	29.55	1330	29.70	1340	29.85
1350	30.00	1360	30.15	1370	30.30	1380	30.45	1390	30.60
1400	30.75	1410	30.90	1420	31.05	1430	31.20	1440	31.35
1450	31.50	1460	31.65	1470	31.80	1480	31.95	1490	32.10
1500	32.25	1510	32.40	1520	32.55	1530	32.70	1540	32.85
1550	33.00	1560	33.15	1570	33.30	1580	33.45	1590	33.60
1600	33.75	1610	33.90	1620	34.05	1630	34.20	1640	34.35
1650	34.50	1660	34.65	1670	34.80	1680	34.95	1690	35.10
1700	35.25	1710	35.40	1720	35.55	1730	35.70	1740	35.85
1750	36.00	1760	36.15	1770	36.30	1780	36.45	1790	36.60
1800	36.75	1810	36.90	1820	37.05	1830	37.20	1840	37.35
1850	37.50	1860	37.65	1870	37.80	1880	37.95	1890	38.10
1900	38.25	1910	38.40	1920	38.55	1930	38.70	1940	38.85
1950	39.00	1960	39.15	1970	39.30	1980	39.45	1990	39.60
2000	39.75	2010	39.90	2020	40.05	2030	40.20	2040	40.35
2050	40.50	2060	40.65	2070	40.80	2080	40.95	2090	41.10
2100	41.25	2110	41.40	2120	41.55	2130	41.70	2140	41.85
2150	42.00	2160	42.15	2170	42.30	2180	42.45	2190	42.60
2200	42.75	2210	42.90	2220	43.05	2230	43.20	2240	43.35
2250	43.50	2260	43.65	2270	43.80	2280	43.95	2290	44.10
2300	44.25	2310	44.40	2320	44.55	2330	44.70	2340	44.85
2350	45.00	2360	45.15	2370	45.30	2380	45.45	2390	45.60
2400	45.75	2410	45.90	2420	46.05	2430	46.20	2440	46.35
2450	46.50	2460	46.65	2470	46.80	2480	46.95	2490	47.10
2500	47.25	2510	47.40	2520	47.55	2530	47.70	2540	47.85
2550	48.00	2560	48.15	2570	48.30	2580	48.45	2590	48.60
2600	48.75	2610	48.90	2620	49.05	2630	49.20	2640	49.35
2650	49.50	2660	49.65	2670	49.80	2680	49.95	2690	50.10
2700	50.25	2710	50.40	2720	50.55	2730	50.70	2740	50.85
2750	51.00	2760	51.15	2770	51.30	2780	51.45	2790	51.60
2800	51.75	2810	51.90	2820	52.05	2830	52.20	2840	52.35
2850	52.50	2860	52.65	2870	52.80	2880	52.95	2890	53.10
2900	53.25	2910	53.40	2920	53.55	2930	53.70	2940	53.85
2950	54.00	2960	54.15	2970	54.30	2980	54.45	2990	54.60
3000	54.75	3010	54.90	3020	55.05	3030	55.20	3040	55.35
3050	55.50	3060	55.65	3070	55.80	3080	55.95	3090	56.10
3100	56.25	3110	56.40	3120	56.55	3130	56.70	3140	56.85
3150	57.00	3160	57.15	3170	57.30	3180	57.45	3190	57.60
3200	57.75	3210	57.90	3220	58.05	3230	58.20	3240	58.35
3250	58.50	3260	58.65	3270	58.80	3280	58.95	3290	59.10
3300	59.25	3310	59.40	3320	59.55	3330	59.70	3340	59.85
3350	60.00	3360	60.15	3370	60.30	3380	60.45	3390	60.60
3400	60.75	3410	60.90	3420	61.05	3430	61.20	3440	61.35
3450	61.50	3460	61.65	3470	61.80	3480	61.95	3490	62.10
3500	62.25	3510	62.40	3520	62.55	3530	62.70	3540	62.85
3550	63.00	3560	63.15	3570	63.30	3580	63.45	3590	63.60
3600	63.75	3610	63.90	3620	64.05	3630	64.20	3640	64.35
3650	64.50	3660	64.65	3670	64.80	3680	64.95	3690	65.10
3700	65.25	3710	65.40	3720	65.55	3730	65.70	3740	65.85
3750	66.00	3760	66.15	3770	66.30	3780	66.45	3790	66.60
3800	66.75	3810	66.90	3820	67.05	3830	67.20	3840	67.35
3850	67.50	3860	67.65	3870	67.80	3880	67.95	3890	68.10

MILWAUKEE

Milwaukee at all times has a big, broad market for all grains. Its industrial consumption and shipping demand provides an active demand all the year.

Milwaukee, the foremost brewing center and largest malt manufacturing city, is the leading malting barley market of the country.

Wisconsin rye is known the world over for its fine quality and works advantageously thru the Milwaukee market.

Milwaukee, with ample storage facilities and large stocks, is the natural gateway to a large consuming area, and solicits inquiries for all grains. Milwaukee is known for fast unloading and prompt returns.

Milwaukee is the logical distributing center for feedstuffs, millfeeds, brewers grains, and malt sprouts, and enjoys an enviable reputation in all sections.

*Deal with any of these Milwaukee Grain and Stock
Exchange Members:*

Archer-Daniels-Midland Co.
Grain Merchants

W. M. Bell Co.
Grain Merchants

Roy I. Campbell
Grain Commission

Cargill, Incorporated
Grain Merchants

Franke Grain Co., Inc.
Feed Merchants

Fraser-Smith Co., Ltd.
Grain Commission

Lowell Hoit & Co.
Grain Commission

Johnstone-Templeton Co.
Grain Commission

P. C. Kamm Co.
Shippers of Grain

Leonard J. Keefe
Grain Commission

La Budde Feed & Grain Co.
Grain and Feed

J. V. Lauer & Co.
Grain Commission

Mohr-Holstein Commission Co.
Grain Commission

J. Walter Rice
Grain Commission

The Riebs Co.
Maltsters-Grain Receivers

Stratton Grain Co.
Grain and Feed Merchants